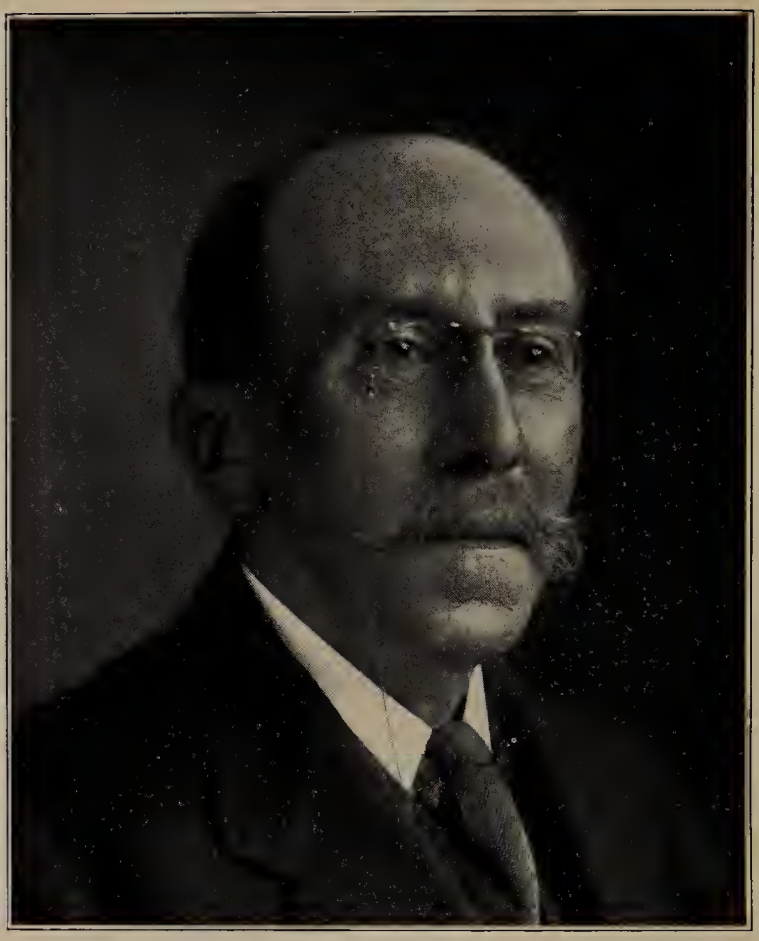
LOUIS BAMBERGER

MEMORIES OF SIXTY YEARS IN THE
TIMBER AND PIANOFORTE TRADES



LOUIS BAMBERGER
Past President Timber Trades Federation

[*Frontispiece*

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MEMORIES OF SIXTY YEARS IN THE TIMBER AND PIANOFORTE TRADES

WITH FOREWORDS BY

EDWIN HAYNES

Late Editor of "The Timber Trades Journal"

WILLIAM GILLIGAN

Editor and Director of "Timber and Plywood"

HERBERT SINCLAIR

Editor and Proprietor of "The Pianomaker"

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The author has agreed to contribute all profits on the sale of this book to the funds of The Timber Trades' Benevolent Society.

MADE AND PRINTED IN GREAT BRITAIN BY PURNELL AND SONS
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To my Sons

MAJOR ARTHUR PRIER WOODBURN BAMBERGER, D.S.O.

HAROLD RUDOLF WOODBURN BAMBERGER

FRANK OSWALD WOODBURN BAMBERGER

WITH ALL AFFECTION
I DEDICATE
THIS BOOK

ACKNOWLEDGMENT

The Publishers acknowledge the courtesy of the Proprietors of "Timber and Plywood" in permitting the reproduction of a number of illustrations to appear in this book.

FOREWORD

By EDWIN HAYNES

Late Editor of 'The Timber Trades Journal'

A welcome addition to timber trade literature is the volume of notes entitled *Memories of Sixty Years in the Timber and Pianoforte Trades*, by Louis Bamberger, the well-known, genial, veteran London importer. To indulge in reveries and reminiscences of the past is to the retired man of business a pleasurable recreation, but not many who have seen four score years can retain the energy and clear memory required to produce a consecutive record of the trade over so long a period. The notes are mainly personal, but form a running commentary on the trade which will be of historical interest to the younger generation of the trade in particular.

Louis Bamberger entered the timber trade at the bottom of the ladder, and by perseverance, enterprise and integrity, soon made his way to the front rank of London importers. His attractive personality and directness of purpose made him popular with his competitors, and gained the respect of his customers. He always took a practical interest in trade movements, and in the deliberations of the Timber Trade Federation, the Merchant Freighters' Association, the Timber Trades' Benevolent Society, and his advice and opinions were always appreciated. The Benevolent Society has always had a warm corner in his heart and it will, I

know, give him pleasure, if the sale of the *Memories* produces a substantial sum to add to the funds at the disposal of the Board of Management of this worthy institution.

During the years covered by Mr. Bamberger's *Memories* the timber trade has experienced many changes. Sailing ships have been displaced by steamships to carry wood. The Canadian yellow pine trade has dwindled down to very small proportions, Canadian spruce has been supplanted in our markets by cheaper European whitewood, pitchpine has lost its proud position, and Pacific fir has gained a safe footing in the European markets. In hardwoods the mahogany log trade has given place to cut hardwoods timber of all kinds. A remarkable innovation has been the introduction of plywood and its phenomenal development. The Great War was the greatest event of the past sixty years, and its effect on the timber, as well as all import, trades was very serious and far reaching.

I had the pleasure of taking part in the celebrations at the jubilee of Louis Bamberger in the timber trade, and I am pleased to be asked to add my congratulations to him on attaining his diamond jubilee.

Having enjoyed the acquaintance of Mr. Bamberger for over fifty years, I have always found him ready to assist me in my journalistic work, specially in connection with the spruce trade.

After his successful career in the trade, Mr. Bamberger has the satisfaction of being able to turn over the active management of the business in London and Bristol to his sons, who show every indication of continuing to conduct the business in future on the lines laid down by their father, who is often affectionately alluded to in the family circle as "the old Man."

FOREWORD

By WILLIAM GILLIGAN

Editor of 'Timber and Plywood'

"Of making many books," says Ecclesiastes, "there is no end; and much study is a weariness of the flesh." Whilst the former can be vouched for by Messrs. Sampson Low, Marston & Co., Ltd., who have undertaken the publication of this volume, the latter portion of the Preacher's exordium scarcely applies to the author of *Memories of Sixty Years in the Timber Trade*, for Mr. Louis Bamberger's facile pen has moved swiftly over a lifetime of recollections of persons, places and things of the wood industry in a manner that compels admiration for his activity of mind and tenacity of purpose. He recalls the sayings and doings of men of the past and present, and throws the limelight of bygone days upon the present generation of woodworkers.

Mr. Bamberger makes no profession of kinship with those "highbrows" whose "best sellers" flood the book market. His recollections are simply the product of a marvellously retentive mind, evolved, so to speak, from the cells of memory, devoid of literary "frilling" and free from the high-falutin' phrases of the professional word-weaver. His narrative throughout is a plain, unvarnished tale, related with that quiet, unassuming, and entertaining diction which possesses the charm of sincerity and truth. One chapter is merged into another, and there are few commencing the perusal

of the volume who will not return to a further instalment with the pleasant anticipation of good things to follow.

Memories of Sixty Years in the Timber Trade had its origin in a very casual fashion. Some twelve months ago Mr. Bamberger was invited by the editor of *Timber and Plywood* to place upon record his experiences of a lifetime spent in the wood trade. This request was the outcome of a desire frequently expressed to the editor for information concerning the antecedents of many firms in and around London whose industrial creations had either grown from small beginnings to great proportions or had disappeared into the limbo of oblivion.

It was to furnish authentic particulars for the newer generation, and to serve the purposes of a trade history that Mr. Bamberger was approached, and with characteristic kindness he cordially accepted the invitation. That he has given ungrudgingly of his time and talents and has not spared himself in his labour of love is fully exemplified in the informing and instructive symposium now presented to the trade.

Behind Mr. Bamberger's "feast of reason and flow of soul" lies the important fact that he has been moved to publish his *Memories* in book form by considerations of practical philanthropy. Originally appearing exclusively in the pages of *Timber and Plywood*, and most recently concluded in that newspaper, the wish was conveyed to him that he should put the complete series of his reminiscences, including those which appeared in *The Pianomaker*, and relating to his long association with the piano and musical instruments trade into a complete volume, publish it at a popular price and devote the profits to the funds of the Timber Trades' Benevolent Society.

Foreword

Mr. Bamberger's *Memories* are an invaluable sequence of events in the timber and allied industries extending over the Mid-Victorian age, and enabling the younger followers of the trades concerned to contrast the newer and better conditions of commerce with those which existed when the world was a half century younger. He has cast his literary "bread upon the waters" in the interest of a deserving charity, and it will not be surprising to find it returning "after many days." The organization which Mr. Bamberger and his family have all along liberally supported was founded, as he recounts, many years ago by a few devoted men whose names will go down to posterity as pioneers of that magnificently managed institution, and whose well doings give point to the Pauline injunction "To distribute to the necessitous" and to be "Kindly disposed one to another."

Mr. Bamberger's *magnum opus* is now before the public. That it will appeal to the greatest and the least of the community there can be little doubt, and the knowledge that every copy of the volume purchased means an addition to the resources of the Timber Trades' Benevolent Society ought, apart from the intrinsic value of the work, to ensure a speedy selling out of the first edition, and an imperative demand for further reprints.

FOREWORD

By HERBERT SINCLAIR

Editor of 'The Pianomaker'

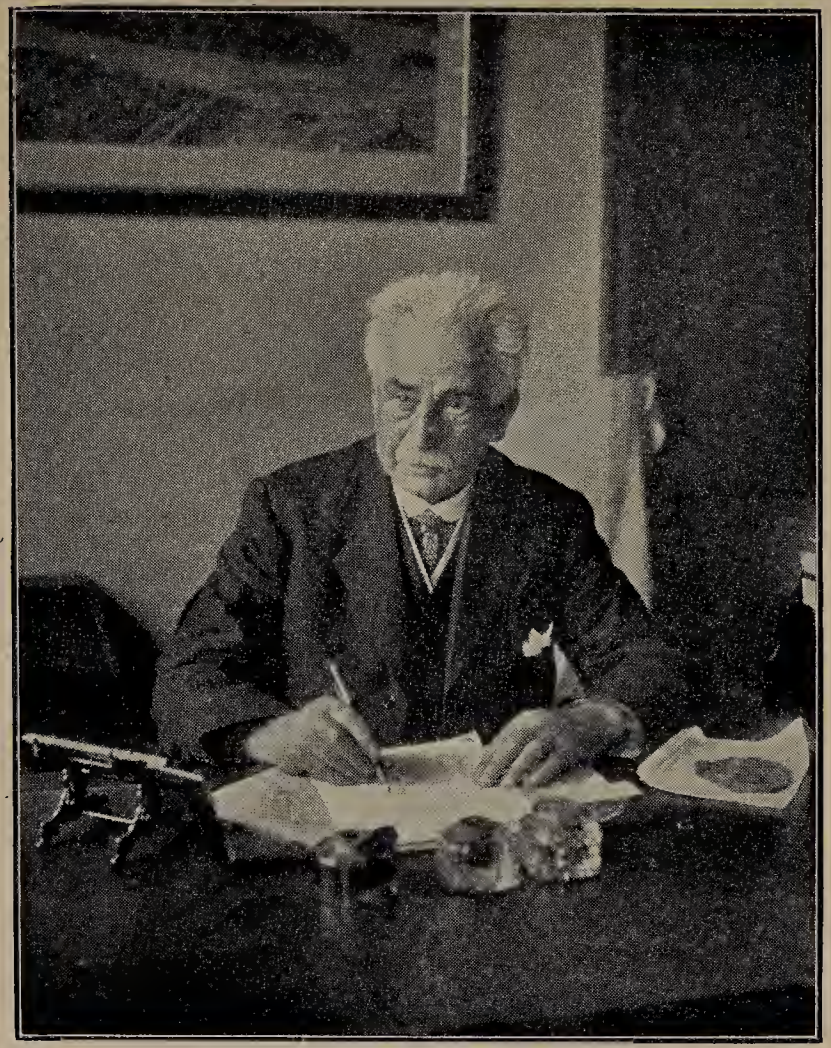
So far as the pianoforte manufacturing industry is concerned, Louis Bamberger needs no introduction—even to the younger generation. His own *Memories of the Past* constitute the best tribute to himself as a one-time figurehead in the industry, and it is, therefore, more as a personal tribute than anything else, that I put my hand to my pen.

When I came to London, many years ago, Louis Bamberger was the first person to take interest in me. During the years he and I were associated with the Hopkinson business I had the opportunity of observing, and when the time comes for an epitaph to be written, it would be but the truth if it ran "A man who never broke his word."

To one, therefore, to whom I owe much, I can but express myself with sincerity. Twenty-six years ago he was my business mentor; his eager enthusiasm imbued me with ambition, and his outspoken criticism moulded my own trend of life. And, after twenty-six years, he is just the same, and still my friend.

CONTENTS

	PAGE
Foreword by Edwin Haynes	vii
Foreword by William Gilligan	ix
Foreword by Herbert Sinclair, Editor of *The Pianomaker*	xiii
Memories of Sixty Years in the Timber Trade .	3
Memories of the Pianoforte Trade	221
Index	265



EDWIN HAYNES
Late Editor "The Timber Trades Journal"
(*See pages* vii *and* 213)

J. MORTIMORE SPARKS
Editor of "The Timber Trades Journal"
(*See page* 215)

WILLIAM GILLIGAN
Editor and Director of "Timber and Plywood"
(*See pages* xi, 78 *and* 215)

HERBERT SINCLAIR
Editor and Proprietor of "The Pianomaker"
(*See pages* xiii, 221 *and* 264)

LIST OF ILLUSTRATIONS

	FACE PAGE
Louis Bamberger *Frontispiece*	
Edwin Haynes	xvi
J. Mortimore Sparks	xvi
William Gilligan	xvii
Herbert Sinclair	xvii
Lt.-Col. H. B. Allen, T.D.	14
Major A. P. Woodburn Bamberger, D.S.O.	14
H. R. Woodburn Bamberger	14
H. W. Bayne	14
J. Livingstone Baynes	15
Sir Harold E. Boulton, Bt., C.V.O., C.B.E.	15
The Late Sir Samuel Boulton, Bt.	15
The Late Col. Charles Bird	15
Thomas B. Blow, F.L.S.	30
Fred Brewer	30
The Late Percy Brownfield	30
The Late W. E. Bruce	30
H. F. Buckland	31
H. Howard Burton	31
John W. Burton	31
The Late Seymour Chalk	31
C. S. Gordon Clark	46
The Late Col. G. T. B. Cobbett, V.D., D.L.	46
Capt. W. Roberts Crow	46
W. M. Crow	46
Frank O. Croxford	47
J. H. Croxford	47
The Late T. W. David, J.P.	47
Henry Davies	47
W. F. Dawson	62
Alfred Dobell	62
The Late C. J. Drummond	62
Sir Bignell G. Elliott, K.B.E., J.P.	63
The Late Henry Hampton English	63
The Late Alexander Farquharson	63
A. W. FitzGerald	63
The Late Sir John Fleming, LL.D., M.P.	78
The Late W. L. T. Foy, J.P.	78
The Late T. W. Gabriel	78
Charles Gane, J.P.	78
John Gallatly	79
Capt. Cecil H. Gilligan, I.A.	79
The Late Reuben Gliksten	79
The Late H. H. Green	79
Major A. I. Harris	94
J. E. Harvey, J.P.	94
Percy Hoar	94
E. C. Horton, O.B.E.	94
The Late T. L. Kemp	95
Edward Locks Latham	95
The Late James Latham	95
Edgar B. Lee	95
William Mallinson, J.P.	110
The Late John B. Lee	110
Thomas Mabbs	110
The Late Arthur C. May	111
The Late Thomas F. C. May	111
E. Howard May, J.P.	111
A. J. R. Meredith	111
Montague L. Meyer	126

List of Illustrations

	FACE PAGE
The Late C. J. Morgan	126
The Late David J. Morgan J.P., M.P.	127
The Late Lawrence H. Neame	127
The Late Fred Nicholson	127
The Late H. G. Nutman	127
The Late F. H. Palfreman	142
W. M. Pearce	142
Walter C. Potter	142
The Late H. W. Powis	142
Sir Keith W. Price, K.B.E.	143
The Late Albert V. Raffety	143
William Rayner	143
John P. Sadd, J.P.	143
George H. Lindsey-Renton	158
The Late E. Morley May	158
The Late T. G. Sharpe	159
The Late J. A. Spencer	159
Charles Squires	159
J. Douglas Stewart	159
The Late James Stephens	174
E. P. Tetsall	174
Wm. Thompson, J.P.	174
Fred R. Vigers	174
C. J. Wade	175
The Late J. G. Wright	175
Norman A. Wright	175
The Late J. C. Collard	222
Alexander Dow	222
The Late John Wood	222
The Late Duncan Miller	223

MEMORIES OF SIXTY YEARS IN THE TIMBER TRADE

LOUIS BAMBERGER:

MEMORIES OF SIXTY YEARS IN THE TIMBER AND PIANOFORTE TRADES

THERE is a sort of epidemic of memories of the past in the field at the present moment, my old friend, Tommy Mabbs, having started first. Again and again during the last few years I have been asked to give *My Memories*, and about a year ago, when at a Masonic gathering, I mentioned, during my reply to a toast, that the popular editor of *Timber and Plywood* should have the opportunity, for what it was worth, of being the publisher. Mr. Mabbs, who was present on the occasion, has anticipated to some degree what I was going to say, though he does not to any extent interfere with the substance. He has mentioned names extending over the past fifty years. I go back ten years earlier, and give not only names, but something about the personality of the individuals mentioned.

The reason I have not started *My Memories* sooner is that I was very busy. I have dictated to the editor of *The Pianomaker* my recollections of the pianoforte trade, and since I now feel myself free to concentrate on these remarks, I go ahead.

Louis Bamberger

My First Appearance

First of all, it is necessary that I should state how I entered the timber trade, and my reasons for so doing. My father was a timber merchant in a small way, whose whole industrial connection was with the piano trade. There was no room for me in his business, which was a purely personal one of his own. He had neither an office nor a clerk, but he did his work from his own house. He was successful in getting Messrs. Lee & Chapman, of 72, King William Street, to accept me as their junior clerk and I can only say how thankful I am that he was so fortunate. Nowadays, when one meets youngsters, one hears many of them say what a rotten trade is the timber trade. My view is the opposite. It is a grand trade, with great openings for men of sound common sense, perseverance and integrity, and if they have these qualities, I can see nothing but success awaiting them, even more so now than in the days of my youth.

I well recollect the first day that I took train from Camden Road, as my father was then living in Kentish Town. My memory takes me back to the Midland Railway, whose headquarters were at Derby, with running powers over the Great Northern system to King's Cross. My object in mentioning this is to point out that it was just at this time the Midland came up to London. They had a suburban line, and it was on the second day after the opening of the branch line that I travelled on it to my work.

A Quick Lunch

My first day's experience in the City, although of a very ordinary kind, stands out in life-long remem-

brance. At the lunch hour, I asked my colleagues in the office—we were only four or five—whether it was possible to get a bite to eat in the City. I learned that each of them usually brought his lunch in his pocket. The difficulty of obtaining food in the City during the late 'sixties was a problem.. I started out to find my luncheon, went up Eastcheap, and saw an establishment with a large window with a big steaming pudding in it. This place would nowadays be called a cookshop. If one had a few more pence about him, there was Lake's in Gracechurch Street and Cheapside, the Bay Tree in St. Swithin's Lane, and some others of the same sort, with mostly a big bar attached. For a seat one was supplied with a stool. "Tom's" was a well-known Chop House in Great Tower Street. There one could feed pretty cheaply on steaks and chops only. The proprietor stood at the door to take the money. There were no bills made out; he relied upon the honour of his diners, and he always added one penny for the waiter. There was also Wilkinson's, in Gracechurch Street, where for one shilling one got a plate of beef for sixpence, potatoes cost one penny, carrots one penny, bread one penny, beer twopence, and the waiter looked for and got his penny. This makes a total of one shilling, and a very good substantial lunch it was.

This reminds me that if in those days one met a friend in the street, say in the morning, a glass of sherry, and good stuff, too, could be obtained for about sixpence at a confectioner's shop, and one had not to go far to find such convenient drinking-places.

Bank Holidays

In those days there were no such things as Bank Holidays. It was not till the early 'seventies that Sir

John Lubbock instituted them, primarily for the benefit of bank officials, who were given a day off on Easter Monday, Whit Monday, the first Monday in August and Boxing Day. It was some time before the City merchants took up the idea, and we timber merchants' clerks had to turn up to work on these so-called Bank Holidays, and also on Saturdays until about four o'clock in the afternoon, most of the time on the Bank Holidays doing nothing but waiting to be told we might go home. Places of recreation were then limited in number. I remember one occasion when all of us out of the office travelled down to the Crystal Palace and enjoyed ourselves for the remainder of the day. Nowadays things are very different, and a holiday has no longer the charm of novelty as it had in my youth.

Drinking Days

The days I speak of were called the "Drinking Days," because every merchant had then his private cupboard in his office, and refreshments consisted mainly of beer and wine. Spirits, especially Scotch whisky, were not drunk. When my firm had a troublesome customer whom they did not wish to entertain, one of us juniors was told to take him across the road to the "pub," and treat him well.

The Good Old "Times"

In this connection, I may mention that it was my responsibility to go across to Scott's, where my governors lunched, in Clement's Lane, each evening at six o'clock, and, after the regular customers had finished

with it, get *The Times* from them for a penny instead of at the regular price of threepence. This admirable example of thrift was a headline to us youngsters, but I am afraid the seed of saving fell upon stony ground.

I was with Lee & Chapman from 1868 to 1873, and when I left them, after having been their traveller for two years, I was then receiving the princely salary of £100 *per annum*. This was considered a big figure at the time.

The "Tavern in the Town"

In the early 'seventies, Lee & Chapman bought The Old Wool Pack Tavern, in Gracechurch Street. After a time they pulled the place down, and erected the fine building that still stands there. They carried on the business as licensed victuallers for some years, the ground floor, which to-day is occupied by a big bank, being the bar. Downstairs was the dining-room, in which at practically any hour of the day one met members of the timber trade. The firm's offices were upstairs.

When Lee & Chapman dissolved partnership, Mr. Lee took in two of his sons, and they carried on business as timber merchants at 3, Gracechurch Street, E.C. Mr. Chapman outbranched into arbitration and the surveying of wood cargoes, at which he was an acknowledged expert. At a later stage, Mr. A. Negus Santler, who had been principal traveller in the firm of Robert Ward & Sons, of Pimlico, left that concern and fused forces with J. B. Lee & Sons, first as partner and subsequently as director when that firm was converted into a private limited liability company. He continued in that capacity until his death some two or three years ago. J. B. Lee & Sons, Ltd., is now one more of the

many fine old establishments which are no longer in existence.

Three Great Lights

In those days there were three auctioneers and brokers: Churchill & Sim, Clement's Lane; Simson and Mason, St. Peter's Alley, Cornhill; and Henry Freeman & Co., Crooked Lane.

My recollection of Churchill & Sim in 1868 is that their offices were in Old Broad Street, E.C. Later on they migrated to Clement's Lane, E.C., and the building in which they were located was previously a bank. The manager, Mr. W. C. Scott, was a very charming old gentleman. Churchill & Sim carried on public auctions, and Mr. Charles Churchill and Mr. Alexander Sim, then the principal auctioneers, were later joined by Mr. Malcolm Sim, son of Mr. J. C. Sim, whom I never knew, but who, I believe, was a partner. Mr. A. B. Sim, son of Alexander Sim, also became a partner later on, and he, too, acted as one of the auctioneers. Charles Churchill and Alexander Sim were two tall, fine men, with a commanding appearance. Malcolm B. Sim was also very tall, a charming man, and when he retired from the firm it was to the great regret of all who knew him. Alongside the auctioneer, usually on his left, sat Mr. Charles Neck. I could never understand the position of Mr. Neck at the auctions. He seemed to run the "show," although I never saw him in the rostrum. He was always most fastidiously attired, wore kid gloves of a very brilliant hue and invariably used a quill pen; his top hat was so well brushed that it always looked as if it had been smoothed for the first time. I often wondered how many hats were kept in stock by Mr. Neck, who was a partner in the firm of Churchill & Sim.

Memories of Timber Trade

It must have been in the early 'eighties that Churchill & Sim held one of the largest auctions they ever held. It was a three days' sale, and I am not sure that it was not a four days' sale. I remember the catalogue very well indeed. I believe it was all Swedish stuff. Dickson Bros. & Co.'s production was very prominent. Their brands were D. B. & Co. 1sts and 2nds, DDD were the 3rds, and the D's were the 4ths. Their 5ths were marked MFD. Whether they produced 5ths in those days I cannot remember. I always understood these goods were sold for a large speculator, who was tired of holding them. Their losses must have been great. Dickson Bros. & Co. went out of the business years ago; they were a fine firm of shippers.

Sanderson, of Churchill & Sim, was a well-known character. He was their collector. A very charming old gentleman, one of the old school, and the last of the collectors. His was a job that required great tact, and of that commodity he had full and plenty.

In my early days the three leading firms acting as mahogany brokers were: Churchill & Sim, Thos. Edwards & Son and Geo. Shadbolt & Son. Churchill & Sim held their auctions at "The Baltic Sale Rooms," the other two at the Commercial Sale Rooms, Mincing Lane.

Churchill & Sim's catalogues consisted of mahogany logs, black walnut, whitewood and other fancy wood logs. Later on, when logs came over converted into planks and boards, a fair sprinkling of these was prominent in their catalogues. A Mr. Shout was the head of their mahogany department. He was followed by Mr. T. G. Sharpe and Mr. F. E. Elliott, as heads, both becoming in due time partners in the firm. I knew both Sharpe and Elliott very well indeed. They were both charming men.

Louis Bamberger

Simson & Mason

Simson & Mason had for their auctioneer Mr. Lewis Mason, who was assisted by Mr. Tom Simson, son of the principal, and Mr. Henry Mason, son of Mr. Lewis Mason. There was also another son, Stanley Mason, but I do not remember ever having seen him in the rostrum. Later, at the time of the company boom, they turned their business into a limited liability concern and soon afterwards disappeared. Mr. Tom Simson started on his own account, in conjunction with the young Masons, and the firm is still in existence under the name and style of Thomas Simson & Co.

Simson's Pipe

Tom Simson was extraordinarily fond of his pipe, and he was hardly ever seen without it. He would come into the office smoking, smoke all the time he was there, and go away still smoking. On one occasion he arrived without his pipe, which caused immediate inquiry to be made as to the reason for its absence. He explained sorrowfully that he had developed a bad throat and was not allowed to smoke any more. It turned out that he had ruined his throat by excessive smoking, with the result that he was forced to abandon entirely the solace of "My Lady Nicotine." Mr. Henry Mason, who retired from active service some thirteen years ago, is still hale and hearty. He reflected lustre on the timber trade in having acted as Master of the Drapers' Company.

It is only fair to state that we have with us to-day two highly respected members of the trade who also have acted as Masters of certain ancient City Guilds

or Companies. I refer to Mr. Walter Scarborough, of the firm of King & Scarborough, who was master of the Premier Company, "The Mercers," and Mr. C. S. Gordon Clark, of Churchill & Sim, who served as Master of one of the principal Companies, "The Merchant Taylors." All three of the Companies I have mentioned are of the first order, and most difficult to join.

Mr. Charles Squires, who is now the senior partner in the firm of Thomas Simson & Co., began his association with the concern in October, 1880, and, like Johnny Walker, is still going strong despite his virtual half-century of business.

Time's Passing

With reference to Mr. Henry Freeman, I remember him as a little, thick-set block of a man. His principal lieutenant was Mr. Christopher Mounsey. After the death of Mr. Freeman, Mounsey started as Christopher Mounsey & Co., and took in Wm. Overton as a partner. At Mounsey's death, Overton took in F. H. Searle, who was previously a clerk with the firm, and they traded as Overton & Searle, and more recently, on Overton's retirement, the firm was Searle & Co.

"Up"

I now come to one in the trade who from comparatively small beginnings attained to a forefront position in the timber industry, becoming one of the leading and most popular of its representatives. I refer to Mr. W. L. T. Foy, founder of the well-known firm of Foy, Morgan & Co., wood brokers and agents. When I

first knew Mr. Foy, he had an office in Bishopsgate, above Mazet's hairdresser shop. As his partner, Mr. Foy previously had Robert Jobson, a Scotsman, who was instrumental in bringing his cousin and Caledonian colleague, Mr. Alexander Farquharson, to London. They traded as Jobson & Foy. Mr. Foy then went on his own. I knew Mr. Jobson. He was a little broker, and he soon went out of the timber trade. It was not until about 1875 that the firm of Foy, Morgan & Co. was constituted. Mr. Foy took as his partner Mr. C. J. Morgan, whose brother was Mr. D. J. Morgan, afterwards M.P. for Walthamstow. They also fused forces with another good sort, known as Tommy Morgan, who was then, I believe, head of the public sale department of Churchill & Sim. After a time Tommy Morgan retired from the firm, and died soon afterwards. Foy's auctions from the first were a success. Mr. Foy had the *bonhomie* and the pleasant manner in the rostrum that everybody liked, so that his sales were much sought after. He could undoubtedly secure better bids than almost anyone else, and in every sense he was a most efficient auctioneer.

Over the Sticks

He had a joke with practically everybody. When my friend, Mr. J. Archer Smith, used to bid, which he always did under the name of "Archer," Mr. Foy would shout genially, "Archer up!" an allusion to the celebrated jockey, Fred Archer. Another little peculiarity of Mr. Foy was that when a prominent buyer started bidding, he would exclaim loudly, "Now then, gentlemen, Mr.—— is in, and he will take the whole page!" This took on, and the nameless gentleman would do as he was bid, clearing probably the whole

parcel, and flattering himself that he was a fine fellow and a bit of a sport. This was good business for the auctioneer, for most of the stuff would appear again and again in succeeding auctions, reminding one of a hardy annual or a recurring decimal. I remember well the first cargo of Roumanian timber sent to me was entirely composed of slating battens. I placed the whole cargo in Foy's auction, and it fetched fair prices. My principals were not, however, satisfied, but they never would be! The same blessed cargo appeared again and again, and what a pile of money Foy's must have made out of it! Each buyer put the goods up anew, and the auctioneer made commission on each sale, being in the position of the spinner of a double-headed ha'penny, "Heads I win, tails you lose."

The First Festival

A pleasant recollection is that of my being appointed on the Council of the Timber Trades' Benevolent Society. Mr. W. L. T. Foy was its first President. One of the first things that I proposed was that we should have a festival dinner. I understood this had been mooted on several previous occasions, but Mr. Foy was dead against anything of the sort. This, however, did not deter me from laying my proposal before the Committee. It was accepted, but Mr. Foy declined to take the chair. Mr. H. W. Bayne, the Secretary, and myself were deputed to interview Sir Joseph Dimsdale, the banker, of the firm of Fowler, Dimsdale and Co., Cornhill, and a sometime Lord Mayor of London, who was then a director of the Surrey Commercial Docks, of which Mr. Foy was also a director. Sir Joseph was kindly disposed to the project, and agreed to preside at the dinner. We went on for a time

without the co-operation of our President, until one day he took it into his head to begin collecting funds, and when the lists were closed, he put in a larger total than any of us. Opposed as he was at first to the idea of a Benevolent Society Festival, when he found it was going to be a success, he withdrew his opposition, and put his back into the undertaking. Just like him!

"Letters"

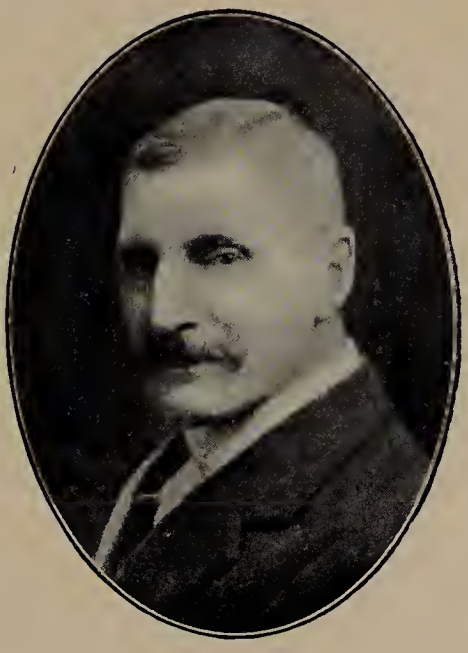
I remember the late Mr. C. T. F. Churchill very well indeed. He was a charming man, very shy and reserved, by some considered stand-offish, which was absolutely incorrect. He was a man who objected to being brought into the limelight. For many years, head of the firm of Churchill & Sim, he usually appeared in the rostrum, and was an excellent auctioneer, scrupulously fair. He was a great stickler for regularity.

It was then the custom, I don't know how it is now, in placing goods to be sold "without reserve," to reserve to oneself the right of withdrawing any portion of the goods that one had to dispose of, up to the morning of sale, and to advise the brokers of what remained, if any were unsold. This Mr. Churchill always resented, and usually the guilty one received within a day or two afterwards a long letter in his own handwriting, calling attention to it, and in the most polite language, asking the "offender" not to do it again. I often thought, as there were so many of us guilty of this practice, that most of his time must have been taken up in writing such letters. Anyway, he was a fine old English gentleman.

LT.-COL. H. B. ALLEN, T.D.
(*See page* 67)

MAJOR A. P. WOODBURN BAMBERGER, D.S.O.
(" Prier ")
(*See page* 208)

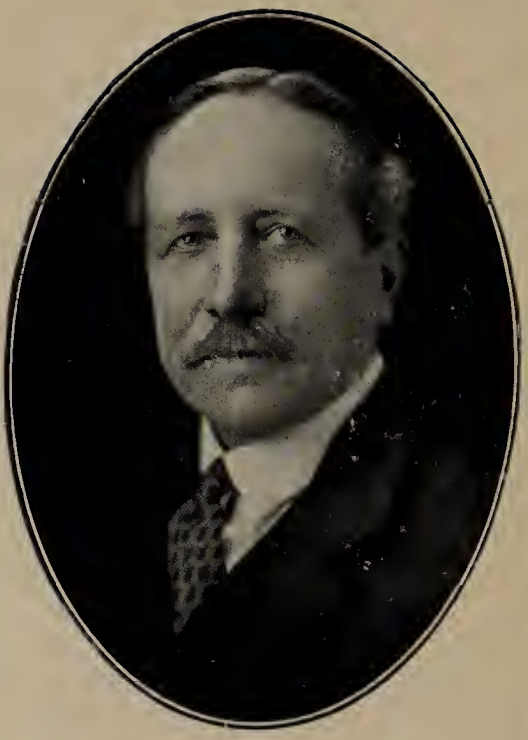
H. R. WOODBURN BAMBERGER
(" Jack ")
(*See page* 209)



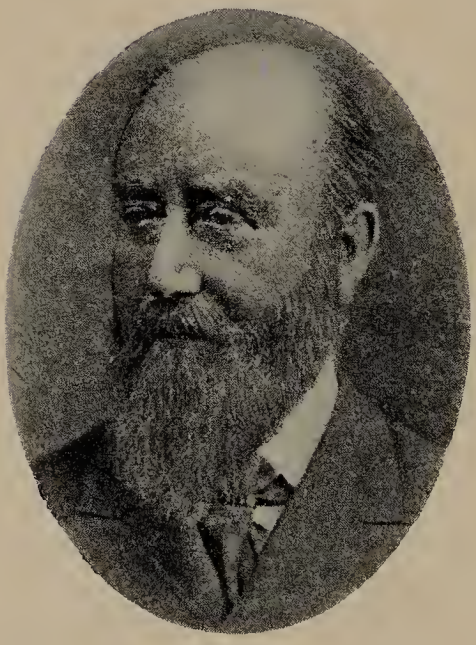
H. W. BAYNE
Secretary Timber Trades Benevolent Society
(*See pages* 13, 32 *and* 73)

[*Face page* 14

J. Livingstone Baynes
(*See pages* 45 *and* 113)



Sir Harold E. Boulton, Bt., C.V.O. C.B.E.



The Late Sir Samuel Boulton, Bt.
First President Timber Trades Federation
(*See pages* 37, 39, 41, 77 *and* 183)

The Late Col. Charles Bird
One of the Founders and Past President of the Timber Trades Benevolent Society
(*See pages* 88 *and* 101)

Face page 15]

"Flowery Bob"

A well-known City firm was Smallfield, Mills and Neame, whose offices were in King William Street, E.C. Mr. Mills, a fine, tall man, regularly attended the auction sales. From Smallfield, Mills & Neame emanated the firm of Lavers & Moore, also located in King William Street, E.C. When the partnership was dissolved, Mr. Lavers took a mill at Boxmoor, Hertfordshire, where his sons continue the business. Another firm which sprang from Smallfield, Mills & Neame was that of Ashcroft & Storey, both of whom are still fresh in my mind. The latter was known as "Bob" Storey, and he was sometimes called "Flowery Bob," from his habit of wearing a nosegay in his button-hole. A convivial soul.

A Timber Dump

Yet another offshoot from Smallfield, Mills & Neame was Nicholson & Cotterell. I remember Fred Nicholson, but cannot say what became of Cotterell. When the partnership was dissolved, Mr. Nicholson went on his own. On the institution of a Works Department by the London County Council, Mr. Nicholson was appointed their timber buyer, and he was quite a large purchaser for the Council at the public auctions. I was acquainted with two of the leading men on the Works Committee. One of them once showed me a list of timber which they had in the docks, and the value amounted to about £30,000. Fancy having a stock of this size and value always lying there at their disposal! After a time the Works Department was dissolved, and peace to its ashes (though it didn't go on fire)! It owed its origin to the Progressives. who,

when they came into power, thought, unlike the Constitutionalists, that they would carry out all the work themselves, because the builders were doing them "in the eye" by making a ring against them. After the dissolution of the Department, most of the timber found its way back into the auctions.

The Old School

One of the oldest firms amongst those that have ceased to exist was that of Joseph Dowson & Son. They had a large wharf next to that of Gabriel's, in Commercial Road, Lambeth, S.E. The concern is out of business for many years. Dowson's simply ceased trading and went out automatically. They were first-class people.

Another wharf I call to mind was that of Nathaniel Saxton, Upper Ground Street, Blackfriars. This was a fine old firm, and their representative at the auctions was Mr. Waghorn. He was one of the real old school, who dressed in quaint, picturesque fashion rather than in that of an up-to-date man. One could not fail to notice him in any gathering.

This reminds me of a relative of Nathaniel Saxton, namely, George Waterall, a timber broker in the City. He was a little man, but possessed a very charming personality. My old friend, Mr. T. H. Wyatt, was his clerk, and later the two formed a partnership under the title of Waterall & Wyatt. When the former retired, the latter took in his clerk, and the firm became Wyatt and Bennett.

Memories of Timber Trade

My Best Friend

When I started doing business with Prier Wotton in 1874, Mr. E. C. Kirkness was his principal traveller, and I always understood he was an excellent representative. Prier Wotton was my best friend, and I may mention that one of my sons is called after him. Prier Wotton gave me credit, which in those days was difficult to obtain, and on the strength of his credit I undoubtedly made progress. He did not live sufficiently long to enjoy the fruits of his labour, and, dying whilst still a young man, he left the business to his brother, Mr. Edwin Wotton, who continued it under the name of Prier Wotton & Co., Mr. Kirkness continuing with him and being later on admitted to partnership. In course of time this partnership was dissolved, and Mr. Wotton continued on his own account under the name by which the concern was previously known. When I first knew him, Prier Wotton had the whole or a little house in Crooked Lane, King William Street, E.C. The first floor was his office, and I believe he slept on the second floor. Before he started business on his own account, he was a traveller for Joseph Boulcott and Co., who had a large wharf in Limehouse. I believe they have now retired altogether.

Edwin Wotton, who succeeded Prier, was a clerk in the City, and knew nothing about the timber trade. He was a diminutive individual, but had a very big opinion of himself. This firm grew to such dimensions and dabbled in so many lines of the wood trade that people dubbed him "The Little Napoleon of the Timber Industry." Like the great Napoleon, however, he eventually fell, and, I believe, finished his existence on the Stock Exchange. The business of E. C. Kirkness is now carried on by Mr. Stanley

Kirkness and his three sons. When Wotton's business was wound up, Mr. E. C. Kirkness joined with Mr. Ernest Collard, and they traded as Kirkness & Collard. When this business, in the course of time, was dissolved, Mr. Kirkness took his sons in. I believe Mr. Collard had several yards trading as Boardman & Co.

Prier Wotton was the brother of Tom Wotton, of Tonson & Wotton, brewers, of Ramsgate, which concern is still in existence.

C. Leary & Co.

I am grateful that my attention has been called to the above old-established firm. I cannot understand how I omitted their names from amongst my list of mahogany brokers. It must be understood that these are "Memories" only—just "Memories." I have no notes before me, never having kept a diary, and am relying on my memory only. Of course, I now remember this fine old firm. I did not know the senior partner, but I knew his son very well, and always knew him affectionately as "Young Leary." I also knew his partner, Mr. Wright, father of Mr. George Wright and Mr. Norman Wright, the latter being the genial President for some two years of the Timber Trades' Benevolent Society. It recalls to my mind how differently the hardwood sales were conducted to the softwood ones. At the former the auctioneer and his clients always seemed to be on the most friendly terms with one another. There was pleasant banter and good humour, and at the latter ones, in my earlier days, there was a stiffness and stand-offishness which certainly did not conduce to good feeling. I have not been to a timber auction for several years, so I am not aware what is the condition of affairs. I can only hope it is

now better than the days of the long ago to which I refer.

A Mistake (?)

My attention has been called to what an old friend describes as a mistake on my part with reference to the brands I described in that large sale that Churchill and Sim held years ago. I referred to Dickson Bros. & Co.'s goods, and described their 1st and 2nds as marked D. B. & Co. and their 3rds as DDD. My friend points out that D. B. & Co. were first quality only, and that their seconds were marked J. D. & Co. In reply I called my friend's attention that I adhered to my description of D. B. & Co. as 1st and 2nd—mixed they were sometimes called—and that the J. D. & Co. he refers to was one of the brands used by Dickson's when they started planed goods. I have no recollection that there were any Swedish planed goods offered in that sale. In fact, I have a doubt whether these shippers had then started planed goods. I am very pleased *My Memories* are challenged, and shows an interest taken in "days of the past," although I must admit that there are few in the trade still living who can go back farther than I can. I raise my hat respectfully to two of my seniors I can at once call to mind. They are good old friends—Mr. W. M. Crow and Mr. C. J. Wade. There are probably some others I cannot call to mind. I shall be greatly obliged if they will at any time call my attention to any discrepancies I may make.

A Private Line

The first firm of importance that I can remember as early as 1868 was the old firm of Peter Rolt & Co.,

whose offices were in Clement's Lane, and they had a wharf on the south side of the water.

They were large holders of Danzig and Memel timber, and it was customary in the firm I was with, when they required a few sticks of timber, for me to be sent into Messrs. Rolt's office to inquire the price. This is interesting from the fact that they had a telegraph line to the wharf by which they instantly got an answer to their questions. They were then the only firm I know of who possessed this facility. Peter Rolt was at one time Member of Parliament for Greenwich. In appearance he was tall, well set up and dignified. His working partner was a Mr. Bulmer. The principal traveller was Mr. T. J. Steel, who, when the firm of Peter Rolt ceased to exist, started with a man named Marshall, who financed him, but who understood nothing about the business, which was carried on under the name of Steel, Marshall & Co. Marshall found the money and gained the experience, while Steel supplied that nous which stood to his partner. Mr. Bulmer had two sons, who when the firm of Peter Rolt & Co. was dissolved, started as Bulmer Bros. They had most elaborate offices, but they were soon closed.

Dock Inspection

One of the first firms I recall to memory at the time of my entering the City was Bell, Shirley & Co., Cannon Street. Mr. Shirley, after dissolving partnership with Mr. Bell, started on his own. I knew him quite well. He was a charming man, but I don't think he ever succeeded.

My next recollection is Winn, Lovell & Co. On their dissolution, Mr. Lovell accepted a position with Churchill & Sim, and was for many years their dock

inspector. He described the various lots which were to be put into their sales, and in those days it was quite the custom, if one had not sufficient time to inspect the goods at the docks, to find out all particulars by going round to the office, where one could get reliable information concerning the stocks. Mr. Lovell's duty was to inspect the goods and write out the catalogues, and he remained with Churchill & Sim till his death.

An Inquiry Office

E. H. Bennett is a name that I particularly recollect. He had a wharf in Commercial Road, Lambeth. His business was carried on mainly amongst builders, and in the early 'seventies, which may be described as the age of speculating builders, about one out of every five failed. Mr. Bennett was clever enough to form an inquiry office on his own account and this he ran in his office, so that in the matter of learning the financial standing of his customers he was independent of inquiry agents. Eventually he went out of business, and what became of the wharf I cannot remember.

Hawkins and Hanks

Atherton & Co. had offices in Crooked Lane, near London Bridge. A man named Hawkins was the owner of the business when I first heard of it, in the 'sixties. Hawkins retired in favour of his son, who took into partnership his principal representative, Mr. J. U. Hanks. The business was carried on for a considerable time, but was at last voluntarily wound up. Mr. Hanks commenced trading on his own account, and eventually

he became the outdoor representative of another firm in the City.

The Old Canadian Trade

In my early days, the largest firm in the Canadian wood importing industry was undoubtedly Browning and Castle. They were very large operators. I remember Mr. Wm. Browning, the head of the firm, very well indeed. He was a charming man, with a long, flowing beard. It was the fashion then to cultivate handsome beards, as it was also the custom to smoke meerschaum pipes; in fact, there was quite a competition to see who could colour them best. Of course, I refer to the pipes. I am afraid I have somewhat deviated from my subject and drifted elsewhere.

Browning & Castle's business was practically confined to the Canadian trade. They were very large holders of pine, which was then in great demand. Mr. Herbert Mott became a partner, and I believe, so did Mr. C. J. Drummond, who had been with the firm many years. After a time, Drummond started on his own as C. J. Drummond & Co. I knew him very well. He was a most pessimistic individual—always talking of the good old times of the past, when one could make profits, and deploring the then state of affairs, which were so different. He was one of the old school.

There was also the firm of Edward Mayer & Co., who I believe traded exclusively in Canadian goods. The sources from which both these firms principally drew their supplies were the late firm of R. R. Dobell and Co., Cannon Street; Price & Pierce; and John Burstall & Co.

Originally my own business was principally in the Canadian trade, and, of course, I, too, had to buy from these firms, as they were very large holders. When I

became acquainted with R. R. Dobell & Co., the principal, who was a very charming man, told me on one occasion how many times he had crossed the Atlantic. He would often arrive in London on Wednesday and take the next boat back to Quebec on the following Saturday. Mr. R. R. Dobell was a very large operator. He was a Liverpool man, and was, I believe, brought up with the firm of Farnworth & Jardine.

Cabinet Making

Mr. Dobell became a member of Parliament in Canada. When Sir Wilfred Laurier formed his Cabinet, Mr. Dobell was offered a seat in his Cabinet without portfolio, which he accepted, which was strong Liberal. Mr. Dobell's curious mixture of politics, however, always interested and amused me. On one occasion I was invited by him to dine at the Carlton Club, of which he was an honorary member. I myself dropped him that evening at the Constitutional Club, where he was sleeping; and at my instigation he became an honorary member also of the then City Liberal Club. Surely a peculiar blend of interests for one who was a Cabinet Minister.

One of Mr. Dobell's sons served in the South African War, and also in the late war. He retired with a knighthood and the rank of Major-General. Mr. Dobell's eldest son, Mr. Willie Dobell, was also a partner in the firm at the same time as Mr. Stevenson. He, too, retired. R. R. Dobell was a brother of Mr. Alfred Dobell, who, I am glad to say, is still amongst us, hale and hearty and universally respected.

Fisticuffs

Mr. Dobell had a very excellent partner in Thomas Stevenson, a most capable man. He was the resident London partner in the concern. I knew Mr. Stevenson very well indeed, and we were good friends, for, despite his peppery manner, he meant no harm. I recall having a difference of opinion with him over the telephone, and how emphatically he expressed his thankfulness that we were prevented by the intervening distance from coming to fisticuffs. Yet no remembrance of the falling-out marred the cordiality of our meeting in the public saleroom, which occurred soon afterwards, and our friendship was as unclouded as formerly until his death. He was a great loss to the trade.

Spring Arrival

Mr. T. Beckett, another partner, usually came over in the spring on his annual visit. I always understood he was a very excellent salesman, though I had little to do with him, as Stevenson was our London friend. Beckett's eldest son, Reggie, I knew very well. After the death of Thomas Stevenson, one of their staff, a Mr. Christiansen, joined Reggie Beckett for a time. The firm is now out of business. They traded as Dobell, Beckett & Co. in Canada, and as R. R. Dobell and Co. in London.

Self-selling Stocks

Mr. E. G. Price, of Price & Pierce, was a charming man, and a very good friend. I never knew Mr. Pierce.

I always understood that E. G. Price came from the firm of Gilmour, Ranking, Strang & Co., who were very large shippers of pine in Canada. This firm had a very excellent shipment known as the "A" "B," and "C" brands, "A" being first; "B," second; and "C," third. There were no fourths that I can remember in those days. These brands were so excellent that they sold themselves, and I can remember disposing of many standards of the stocks. The "C" mark in particular was quite a timber yard brand; there was so much good stuff amongst it that it could be profitably stored.

"Great Expectations"

Mr. E. G. Price had a brother, the Hon. John Price, who was a member of the Canadian Parliament. The Hon. John had one or two very excellent stocks of spruce, amongst these being the well-known Sauguenay and Batiscan brands. I can remember his annual visit to this country in the spring. To the numberless inquiries at the offices of Price & Pierce, who were his agents, who were asking, "When is the honourable gentleman expected?" the answer would invariably be given, "He has duly arrived on this side, and has gone to Bath to be cured of the gout as usual." There were so many after his fine stocks he could play about with them as he liked, for he was in no hurry to sell. In advance was his nephew, Mr. Willie Price, afterwards Sir William Price, who succeeded his uncle as head of the firm of Price Brothers & Co., Ltd. Unfortunately, he was killed a few years ago in an accident in Canada. When I knew him, he was quite a youngster. Mr. E. G. Price was one of the most generous men I ever knew. One had only to put a necessitous case in front of him, and he brought

out his cheque-book, and sent one off with a substantial sum.

The Old Brigade

Death seems to have been very busy lately with some of the old-standing personalities of our trade. A short time ago Frederick Nicholson, whom I have previously mentioned in *My Memories*, passed away, and now come two well-known names I well remember in the persons of Messrs. F. R. Cheeswright and R. A. Popple. The former stands out as a very popular member of the old firm of W. R. Crow & Son. I knew Mr. Cheeswright very well, In fact, I am safe in saying everyone in the trade knew him. He was a man of fine appearance—tall, well-built, quite friendly though somewhat reserved. He never took much interest in so-called trade meetings; in fact, I have no recollection of ever meeting him at any of these functions. He was too much absorbed in his own business. A mutual friend used to tell me he occasionally met him at the Constitutional Club of an evening, and spent many pleasant hours with him. This was after he had left the trade. Mr. Popple came up years ago from the East Coast with a Mr. Henry Atkinson, and he, with a Mr. J. J. Michael, started in the joinery trade at Wharf Road, City Road, as Atkinson & Michael. Popple was their right-hand man. After a short time Michael left Atkinson, and started as a yard-keeper in Portobello Road, Notting Hill. The next I remember of Popple was when he was travelling for Sieveking, Podmore & Co., and later on for Geo. A. Payne & Co. He was a very pleasant man.

Memories of Timber Trade

The "Hat" Trick

Price & Pierce had for many years the agency of W. & J. Sharples, of Quebec. Their representative, the late Mr. Harcourt Smith, used to come across early every spring. He was always accompanied by another of their staff, Mr. William Power. Harcourt Smith was always very smartly dressed. I used to chaff him about habitually wearing a top-hat, and on one occasion I said to him, "Surely you don't bring that with you every time you cross the Atlantic?" His answer was, "Certainly not. I leave it in the offices of Price & Pierce, who have it done up freshly for me when they know I'm coming over."

He always possessed to a remarkable degree the spirit of independence, and when at any time he failed to pull off business, he would cock his hat on one side, and depart casually with the remark, "Very well, I'll see you again before I go back to Canada!" and usually the desired transaction was later on successfully concluded.

Harcourt Smith eventually became a partner in the firm of W. & J. Sharples, and at his death a similar distinction was conferred upon Mr. Power, who, being a member of the Canadian Parliament, was entitled the Honourable William Power. On the death of the last of the Sharples, Mr. Power became sole proprietor of the business. He also had a marked independence of spirit.

John o' York

I remember old John Burstall very well indeed. He was a cheery old fellow, and a real Yorkshireman. We were always pleased to see him when he came over

from Canada with his stock-notes in his pocket. He very seldom left this country with an empty pocket-book. At his death, he was succeeded by his son, whom we all know as Jack Burstall. Personally, I haven't seen Jack Burstall for some years, but I believe he is the same jolly old bluff and hearty as he ever was.

Wide Awake

Mr. Lamb, a partner of the firm of Duncan, Ewing and Co., I remember very well. He was a keen salesman, and had got hold of a well-known Canadian spruce shipper amongst his activities. I forget the name of the gentleman. For several seasons he used to bring him along with him to try to sell some of his products. This gentleman had a peculiar way of listening to what was going on around him. His eyes closed as if he was asleep. He was not asleep, however, when it came to making him an offer. I found he was very much awake; he had been listening. Never a word from his mouth, except the final "No. I cannot accept the offer," and he would depart. This practically went on year after year, and there was no business done.

Good Luck

Walter Cosser & Co. was an old-established firm situated in Commercial-road, Lambeth. I never heard of a Cosser as a partner in this concern. The partner's were Messrs. Luck, Pearce and Luck. One of the Lucks used to attend the public timber auctions, always dapper and well dressed, as people were in those days, and wearing a monocle described waggishly as an "attic window in the upper story." The firm was not an

outstanding success, and was amalgamated with Bryant, Powis & Bryant.

Matches

There were three Bryants, who were the proprietors of Bryant & May, Wilberforce, Fred—I cannot remember the initials of the third member. They were undoubtedly shrewd men of business, and conceived the idea of doing away with the middleman and buying direct from the Canadian shippers. They were very large consumers of pine. How they got hold of H. W. Powis and with whom he was on the other side I never knew. He was a Canadian born, and must have been connected with the wood trade is pretty sure. The first I heard of him here was when I commenced trading with the firm of Bryant, Powis & Bryant, then of Leadenhall Street, E.C. They seemed to have secured the output of several mills—good stuff—and practically had the control of the pine trade on this side in their hands. The Bryants were the capitalists, and Powis did the work. Powis, whom I fancy I can see at the moment, was a capital fellow, urbane and genial, and thoroughly upright in every respect. Later on, the Bryants, having been very successful in turning their match business into a limited liability company, of which the shares stood at a high premium, conceived the idea of converting Bryant, Powis & Bryant also into a limited company. The shares in the latter concern went to a high premium for a time. They made large profits and acquired several other businesses, including one in Liverpool. They were undoubtedly a big concern, but this lasted for only a few years, and, sad to relate, the shares in Bryant, Powis & Bryant were eventually not worth a penny each. Powis, however, afterwards carried on the business on his own account.

Louis Bamberger

A Canadian Connection

After the death of H. W. Powis, W. B. and G. Partridge continued the business, and dealt largely in Canadian pine deals. Before proceeding further, it is only fair to say that W. B. was for some years Powis's right-hand man—in fact, he acted in a similar capacity for the firm of Bryant, Powis & Bryant, Ltd., from its inception. His brother George was their principal salesman, and a real good one he was. There was a third brother, Charles. Years ago, however, he returned to Canada. The Partridges did a considerable business for a time; eventually, however, the concern was wound up. I should say they likewise dealt with Watson & Todd's London stock. This leads me to say a few words of my recollection of the latter firm. I never knew Mr. Watson, but I was on excellent terms with Mr. J. W. Todd, who was the life and soul of the business for many years. I had many transactions with the firm, and they were very pleasant ones. Mr. Humphreys, who was in their employ and eventually made a partner, is now one of the principals in the business. He is a man for whom I have a great regard. Mr. Todd, when I first knew him, was just floundering about into the pine trade. His chance came eventually, and the firm became in the course of time one of the largest, if not the largest in this branch of the trade.

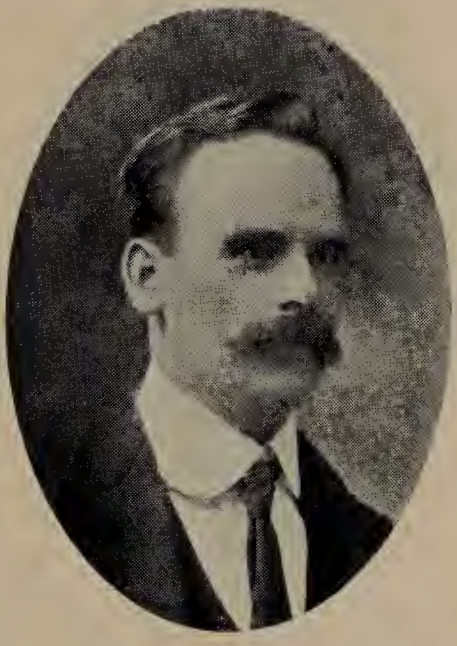
A Recollection of Lord's

In the early 'seventies, Raffety & Synnott had then started as timber merchants in Cannon Street, E.C. On the death of his partner, Mr. Synnott, William Raffety, I believe, married his widow, and took into

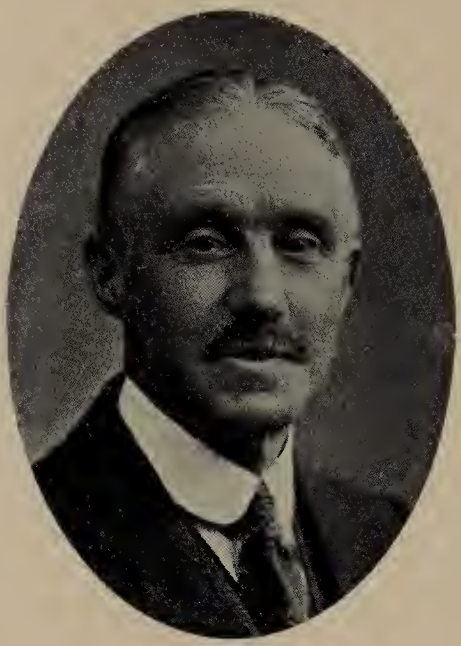
THOMAS B. BLOW, F.L.S.
(*See page* 141)

FRED BREWER
(*See page* 178)

THE LATE PERCY BROWNFIELD

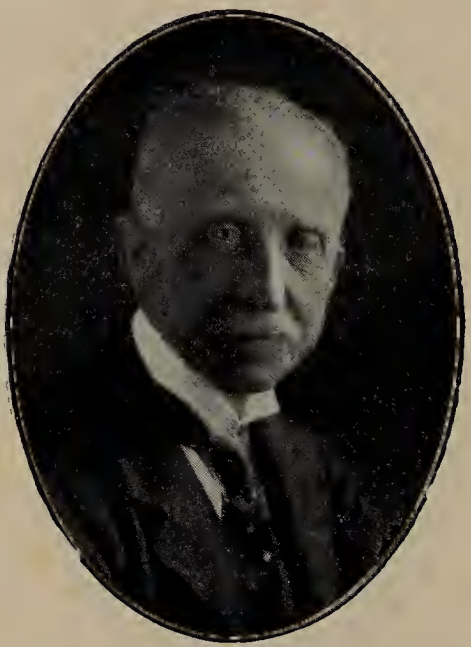


THE LATE W. E. BRUCE
(*See page* 140)

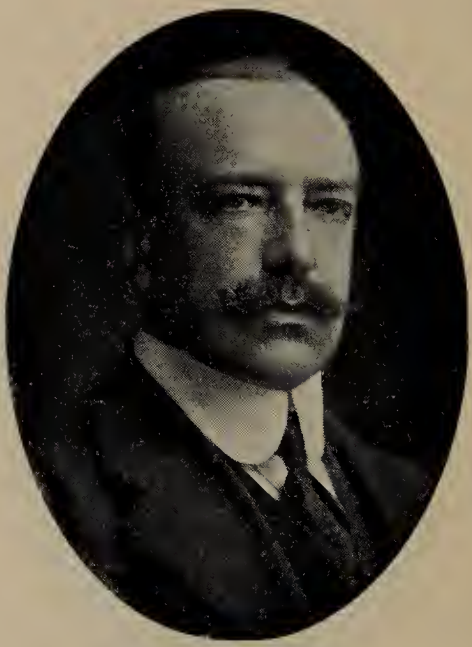


H. F. Buckland
Past President Timber Trades Benevolent Society

H. Howard Burton
(*See pages* 99 *and* 172)



John W. Burton
Past President Timber Trades Benevolent Society
(*See pages* 35 *and* 112)



The Late Seymour Chalk
(*See page* 133)

partnership Mr. C. I. Thornton, then, as now, the well-known cricketer. In fact, it is said of "Thornton, the hard hitter," that on one occasion he drove a ball right over the pavilion at Lord's. I am pleased to say that Mr. Thornton is still with us, hale and hearty, and I trust he will long continue so. As the result of the association of Mr. Thornton with William Raffety, the firm's trading nomenclature became that of Raffety, Thornton & Co. Later on Mr. Raffety's brother, Mr. Albert V. Raffety was taken into partnership, and when, still later, William Raffety retired, Mr. Thornton and Mr. Albert V. Raffety carried on the business, and removed to New Broad Street, E.C., where the business was converted into a limited liability company, which was successfully carried on as such for many years. Mr. Fred Nicholson and Mr. Burnett (the latter of whom, I believe, was formerly with Walter Cosser & Co.) acted as directors. Albert Raffety had a particularly engaging manner, and although very reserved was of a charming disposition. A man of his word under all circumstances, his decease was sincerely regretted. The firm has since been voluntarily wound up.

His Diamond Stud

Percy Wyndham & Co., of George Yard, Lombard Street, were then in a large way of business. I never met Mr. Wyndham, but I well remember their representative who used to come occasionally to the public sales. Mr. Alfred Waterman was later taken into partnership, and he was an extraordinary individual. He was never seen wearing a tie with his collar, but a big diamond stud, well exposed, always adorned the place where a tie might have been. Mr. Waterman had several brothers, who, however, have all disappeared.

In his day he was a celebrated *bon vivant*. Another member of the staff was Mr. H. W. Bayne, now the genial Secretary of the Timber Trades' Benevolent Society, who, I am pleased to say, is happily still with us.

"His Worship"

C. E. Alforth, who had offices in Gracechurch Street, was an agent in a large way of business, and for a period he did extremely well, but, like many others of his time, he came to grief. Two of his clerks succeeded to the business, and for some years traded as Sampson, Kinnell & Co. Later on the firm became Sampson, Kinnell & Gane, the latter being Mr. Chas. Gane, J.P., the popular Immediate Past President of the Timber Trade Federation, now head of the well-known firm of Chas. Gane & Co., timber agents.

I remember when the firm of J. M. & C. Ross started. J. M. Ross was the son of John Ross, at one time superintendent of the Surrey Commercial Docks. C. Ross found the capital, and J. M. Ross worked the business. After a short time this firm dissolved partnership, and J. M. Ross continued as J. M. Ross & Co.

"Jack Blunt"

Harry Green was the principal of the firm of T. & H. Green, Bedford and London. His eldest son, who died at the beginning of the war, had been quite an able assistant to his father. When I first knew father and sons, they were large merchants in Bedford, and were particularly prominent in the London timber trade. Gradually the activities of "Harry," as we knew him,

developed until his firm was perhaps the largest importers of softwoods in this country. A thorough business man, he was a typical "Jack Blunt," caring neither what he said nor how he said it. A respecter of no man, he never minced his words, and, calling a "spade a spade," varied the description by styling it now and then as a "sanguinary agricultural implement" only that he didn't use the word "sanguinary." Bluff and hearty, he stood for all that represented the "fine old English gentleman," and his popularity was widespread.

The House of Howard

I am mentioning W. W. Howard Bros. & Co. in particular, because I so well remember Mr. W. W. Howard when he was manager for Scrutton & Campbell, of Limehouse, and when he used to attend the auctions. I well recollect him starting business on his own account, and later on admitting, first one, and then another of his brothers into partnership. From small beginnings the firm has become a very large and wealthy concern. The present principal, Mr. Alexander L. Howard, is an acknowledged authority on the hardwoods of the world, and his name is a "household word" at home and abroad.

A Self-made Man

I was interested on being told recently that Mr. E. H. Bennett was for many years yard foreman to the well-known firm of Thomas Gabriel & Sons. This I had not known previously, and I certainly am obliged for the information. I believe that his full name was Edwin Horatio Bennett. Such a splendid record as

that achieved by Mr. Bennett is very exceptional in the timber trade. From a comparatively humble employé he advanced to the ownership of a most important enterprise. His property comprised an important wharf on Commercial Road, Lambeth, where for many years was located the firm with which he was associated. It is delightful to realise that this worthy man rose from the ranks as the result of sheer assiduity and indomitable perseverance. It exemplifies the truth of the Napoleonic assertion that "every soldier carries a Field-Marshal's baton in his knapsack."

"Taught to be Cautious"

For many years there was with Messrs. Gabriel a Mr. Barefoot, whom I often met. Upstanding and dignified, but reserved in manner and speech, so much so that his salutations could not be said to err on the score of geniality, seldom exceeding the usual slogan of "How d'ye do." I often felt that Mr. Barefoot must have been "taught to be cautious," for undoubtedly he was one of those who thought twice and spoke once, giving full weight to the saying that the careful man has two ears and one tongue. One felt that he had so much to say that he kept it in perforce lest he should divulge matters of moment which he might afterwards regret. At all events, that was my impression of Mr. Barefoot.

Thos. Gabriel & Sons.

I am indebted to a good friend for assisting me in giving to the trade some particulars of this fine old firm. It was in 1866 that Thos. Gabriel, then the head of the firm, became Lord Mayor of London and received

a Knighthood, being afterwards known as Sir Thos. Gabriel. I believe his brother and partner then was known as Christopher Gabriel. I believe it was the latter that had two sons, both of whom were born on their wharf, then in Commercial Road, Lambeth. These two later on became the heads of the firm, and were known as Mr. Thomas and Mr. John Gabriel respectively. After the death of Mr. John Gabriel, Mr. J. W. Burton joined the firm, which became Gabriel, Sons & Burton. Mr. Thomas also had two sons, one of whom was well known to all of us, Mr. Thos. B. Gabriel, who unfortunately died in July last, much too young and to the regret of the trade. His brother, Mr. C. B. Gabriel, is the present director of the concern. I was always led to understand that Thos. B. Gabriel's mother was a daughter of the late John Burton, of Sherborne Lane, City, and the brother of John W. Burton, our esteemed friend, past President of the Timber Trades' Benevolent Society. I should gather, therefore, that the second letter in his name (Thos. B. Gabriel) represented "Burton," his mother's name. Young "Tom," as we usually spoke of him, was a real bluff, jovial fellow. I saw a good deal of him during the late war. He was always the same, most genial. He was a co-director of mine on the Merchant Freighters' Association. He very seldom attended, and when he did he was usually met, as he showed his smiling face in the doorway, with "Hello, here's Gabriel." He knew what we meant. We knew there was trouble somewhere, and it usually was so. I always understood my old guv'nor, John B. Lee, of Lee & Chapman, at one time travelled for this firm. I had a colleague in the office of Lee & Chapman, by name A. M. Tayler, whose father was principal book-keeper with the Gabriels.

Louis Bamberger

Alexander the Great

Alexander Farquharson came to London and started with Lee & Chapman, of King William Street, in the same year as I did, namely, 1868. We started there within a month of each other, as already mentioned. Mr. Farquharson's sponsor was his cousin. "Sandy Farquharson," as he was then called, had previously been in the employment of a firm called Kirkland, in Scotland. They were the manufacturers of a well-known brand of floorings marked "K." In those days very little flooring was imported from Norway and it was practically all manufactured in this country.

Not a Pussyfoot

"Sandy" had some previous experience of the timber trade before he came to London, and he travelled for five years for Lee & Chapman. None of us who were colleagues of his in the office could understand how he continued to do his business so successfully, for he always led us to believe that he was practically a total abstainer. In those days it was almost impossible to close a transaction without inviting one's customer into a "pub," and giving him the "run of his throat." As a personal example of the treating times, one of my customers, upon whom I used to call as early as nine o'clock in the morning, invariably invited me to have a gin-and-water with him, or perhaps it was I who "stood". We never understood the mystery about young Farquharson's methods till on one occasion, I think on a Christmas Eve, we invited him to join us in a "wee doch-an-doris" before we parted for the holidays, and we then discovered that he was quite willing to do so.

He proved to be by no means what is now styled a "Pussyfoot," though he certainly had conscientious scruples regarding the personal distribution of alcohol. Mr. Farquharson took an active part in the formation of the Timber Trade Federation of the United Kingdom, and in course of time he became its President. It was his great desire that during his lifetime he should present the Timber Trade Federation with something tangible as a memento of his connection therewith. His choice fell upon a Loving Cup, he took particular care that it should be a thing of beauty as well as useful. He kept his resolve a profound secret, and it was only on my presiding at the 1919 dinner that I was aware of the duty that devolved on me to make use of the Cup, first of all by publicly accepting it on behalf of the Federation, and then to see that everybody present—I believe there were about 250 there—partook of some of the liquor contained therein, as he was adamant that it should be passed around the room. To my surprise, on my opening the lid to partake of the first drink, I found that my dear old friend in his excitement had forgotten to place liquor there. This difficulty was easily got over, and he was really happy. This incident took nearly half an hour out of my programme, and made me cut out some of the excellent music I had provided. Still, I had the pleasure of feeling I had done the right thing by my friend.

Timber Trade Federation

I well remember the formation of the above and the active interest taken in it by its first President, Sir Samuel Boulton, Bart. The object was an excellent one, but, like every innovation, it had its trials and difficulties. Just a handful of active workers pulled it

along; the majority of the trade were merely lookers-on and would have nothing to do with it. The late Chas. E. Musgrave, then Assistant Secretary of the newly-formed London Chamber of Commerce (under the auspices of which it was launched and from the beginning housed, as it is still) put in a great deal of work. He took a paternal interest in it as its valued secretary; in fact, without his great help, it is doubtful whether it would ever have seen the light, and to the last he looked upon it as his baby, and rightly so. He usually attended every meeting, and with his eloquence and great knowledge of things in general, helped to find the solution to many a knotty difficulty.

The Federation's First Feast

This leads me to the first dinner I attended of the Federation, over which Sir Samuel Boulton, Bart., of Burt, Boulton & Haywood, presided. Sir Samuel had served four years, and it was his wish to retire and not to be re-elected. We of the Council proposed that we should give a dinner in his honour, which was well taken up. A committee was appointed to make the necessary arrangements. My duty was to provide the musical programme. I remember we filled a very large room in the basement of the Hotel Cecil. It was a most successful evening. I was very anxious that Mr. C. T. F. Churchill, the head of the house of Churchill and Sim should be present on the occasion, because his firm had never countenanced the formation of our Federation—in fact, would have nothing to do with it, and if we could only get one of the firm to attend, it might be the means later on of bringing them within the fold. My ideas were successful. Mr. Churchill accepted a personal invitation and duly attended. I

can well remember what he said in reply to my request. It was that he would come, as he wished to support his old friend, the Chairman of the function. A peculiar controversy occurred during the evening. Mr. Churchill, who sat on the right of Sir Samuel, was asked by him to say a few words in reply to a toast to his health he wished to propose. Mr. Churchill sent for me to explain to the Chairman that on his accepting my invitation I had to make him a promise that he should not be called upon to speak. This was perfectly correct and the matter then dropped. Mr. Churchill did not speak. In the early days of these annual dinners it was most difficult ever to get anything like a fair number of the trade to attend. We had to use a large amount of persuasion to get even, say sixty to seventy together. The reason, to my mind, was: It was all talk, a great number of toasts, dull speeches, very little music, and that of an inferior kind. No wonder men would not give up their time to what was undoubtedly a very drab proceeding—in fact, boring. At that time we had two M.P.'s, members of the trade. They were D. J. Morgan and Batty Langley, of opposite parties. They were usually called upon to reply to the toast of "Parliament." I cannot well remember whether it was when Mr. Farquharson was President or his successor, Sir John Fleming, that one or other of those worthies gave us what was considered a real musical treat in engaging some bagpipe players. One can readily imagine the delightful harmony produced by an orchestra of pibroch players! You will, I am sure, believe me, this was far from being a success. The fact remains that with less "shop" and good music I feel sure those "annuals" would have been better attended. No one was forgotten on the toast list, not even the office boy. Undoubtedly these functions could easily have been made more attractive if the various Presidents had put

their hands into their pockets more deeply. This reminds me of a Minute Book belonging to the 18th century, which is still in the possession of the Bishopsgate Ward Club, of which I was President for four consecutive years. Referring to the annual dinner, details are given of the numerous toasts and responses, and each dinner commenced about four in the afternoon and concluded about midnight, with a musical programme provided by one pianist, for which the sum of one guinea was paid. This certainly beats the Federation festivities. It should be observed, however, that the members of the Bishopsgate Club all lived in the Ward, and so had not far to go to get to their homes, even if they had to reach their destination "by rail," or, I should say, feeling their way home.

At a city dinner I once attended, the chairman was determined that there should be no speeches. He had arranged previously with the various selected orators to write out what they wished to say, and he had their words of weight printed a day before the dinner. Each guest received his copy of the speeches, so at the dinner the chairman, merely referred to the various toasts and stated that as the guests were in possession of copies of the proposed speeches, he had only to move that they be "taken as read," thus giving up the remainder of the evening to a delightful entertainment. As the chairman was connected with the theatrical profession, it can readily be imagined what a grand night it was.

Happily, the old has given way to the new, and of late years the annual foregathering of the Federation is a "feast of reason and flow of soul," the event being nowadays the "star turn" of the year.

Memories of Timber Trade

The Merchant Freighters' Association

It was during Sir Samuel Boulton's presidency that the Federated Merchant Freighters' Association came into existence, he being elected the first chairman thereof. It was he who introduced Mr. F. H. Capron, his son-in-law, as its solicitor and secretary, and, a very capable man, he put his whole soul into the work. I was a director from the very first, and am able to speak in the highest terms of the great work he did for the trade. This reminds me of an incident which occurred at the early stage of its inception. One of my co-directors proposed that as he had "a case" to submit to the board, it should be carried through by his own solicitor, providing, of course, that the board took up his cause. A more ridiculous proposal I had never listened to. What a chaos! What a confusion if every person who had a case approved by the board should employ his own solicitor. The board, of course, refused such a proposal, which led to the resignation of the individual director, he being a member of a much respected firm, and from that day he would have nothing further to do with us.

Big Fight. Little Purse

This Association has always been very fortunate in possessing most capable men for their chairmen; in fact, the whole board were men who thoroughly understood the business. I have already mentioned the first chairman; the next to occupy that position was a man of sterling value, who gave most valuable time to the work and for many, many years was its leader. I

refer to that charming personality, C. J. Morgan, of the firm of Foy, Morgan & Co., Ltd. Year in and year out he pleaded to the trade to come forward and assist by becoming members and taking their share in the responsibility of helping to provide the funds—alas, to deaf ears. The burden in my days was divided amongst about one hundred and twenty subscribers; the others paid nothing, and took advantage of some of the great cases that were fought and won, to the benefit of the whole trade. If I refer to one case only—the first great fight—this alone must have saved the whole trade thousands of pounds. The paltriness of the whole thing was, whenever the board refused to take up some small matter, such as a settlement which could easily have been arranged without our help, there were at once threats of resignation as members; in fact, many resigned for other reasons. I must admit, no case of really national importance ever was turned down. It is deplorable to hear the present chairman, Mr. G. H. Lindsey-Renton, who gives a lot of care and attention to the work, pleading yearly at the annual meeting to those who are not members but should be.

An Outstanding Personality

Before I refer to the late Arthur C. May, to whom I am alluding, a few words as to his father, the late T. F. C. May, head of the firm of May & Hassell, Ltd., may not be out of place. I remember the latter very well. He took an active part in founding "The Federation," and after a time became its President. A clear-headed man, quite a good speaker; I heard him on several occasions, and, from small beginnings, his firm became one of the largest in the kingdom. I never met Mr. Hassell.

Memories of Timber Trade

My acquaintance with Arthur C. May began when I took over a largish business in Bristol. In fact, we were next-door neighbours. Arthur was really a lovable man. I never met another with such patience—never lost his temper, which was tried on many occasions, as I shall tell you further on—always the same, met one with a real cheery face, beaming like a boy, and although he might have been full of troubles, he never showed it in his face. We became very friendly. He and I were instrumental in forming the Western Counties Timber Trades' Association, which has been a great success from its inception. Its object was to have prices regulated for various articles of timber, particularly of a retail nature, so that when a builder asked the prices from Exeter, Plymouth, or any other port in the West, the figures quoted would be alike. The idea was to have uniform retail prices throughout the Western Counties, the only variation being when the quotations were for rather wholesale quantities. I am surprised that such a plan has never been carried out in other parts of the country. We were successful in Bristol and district in organising an association on the same lines, and this, I understand, has throughout been satisfactory.

We held many meetings, and he presided over the Western Counties Timber Trades' Association. He was the first President.

The trouble, care and patience he exercised were to me simply marvellous, considering some of the small-minded proposals that were put forward, and he was perfectly calm, quite unruffled; and it is mainly due to his great foresight that this Association has been so successful.

At the beginning of the war Arthur May was employed by the Government in buying horses, of which he was a particularly good judge. In fact, he was a great huntsman. He became a member of the Timber Con-

troller's Committee, and evolved a scheme for the rationing of timber, which, if brought to fruition, would have been far-reaching in its effect. Unfortunately, he took ill before he had completed his valuable project, and whilst on the verge of producing something which would have been acceptable throughout the country, he died at a comparatively early age, very much regretted.

I knew his brother, F. Morley May, who recently died after a long illness, very well indeed. He was also of a cheery disposition. As to his other brother, Howard, he is so well-known to all of us that there is little to be said. I do not think I have ever met a more cheery band of brothers.

An Offshoot

From May & Hassell emanated Palfreman, Foster and Co. Within the last few days has died one who was for some years a partner in this concern. I refer to the late Mr. H. A. Baynes. Although, I understand, he was a partner for ten years, I never met him. I remember his leaving the firm and, with Mr. Beard, whom I knew very well and who was with them, taking a place in Reading and trading as Baynes & Beard. Then later on, Beard retired, and joined another new firm in London—Steward, Beard & Fitzgerald.

I now return to Palfreman & Foster. The latter I knew very well indeed. The former lived nearly opposite to me, but we never got into conversation, although I heard a good deal of him in the neighbourhood as owning considerable property there. Palfreman, after many years, retired from the firm and went back to live at Bristol, his native city. Foster was well known to all of us. A regular "sale" buyer, usually

seated on a chair to the right of the auctioneer, he certainly had a charm of manner.

This firm developed into a very large concern, but notwithstanding their considerable business as importers and merchants, their progress was not commensurate with their activities. Mr. Foster later on joined the firm of Modin & Co., now absorbed by Foy, Morgan and Co., Ltd.

The Mr. H. A. Baynes I have mentioned was the father of the popular J. Livingstone Baynes, chairman of Gabriel, Wade & English, Ltd.

Ancient Landmarks

Morgan, Gellibrand & Co. were a large firm of agents, whose business was almost exclusively with Russian timber. Mr. D. J. Morgan, who was head of the concern, was one of the most estimable men I ever met. In 1900 he became Member of Parliament for Walthamstow. Mr. Shelton was his partner, and later his son, Mr. David Morgan, joined the firm. At this time Morgan, Gellibrand & Co. had offices in Bishopsgate. Some years later, Mr. Morgan took his cousin, Mr. Beverley Morgan, into partnership, and during the war he was practically the only partner remaining. The firm had a very fine agency from Archangel, the "Imperial Appanage." This wood was grown in the Czar's own forest. They were also agents for some of the finest of the Petersburg stocks. The closing down of the Russian business may be said to have been the beginning of the end of their activities, although the conditions under which they did business prevented them from making the heavy losses unfortunately sustained by other firms identified with the sale of Russian goods. Soon after the Armistice, Morgan, Gellibrand

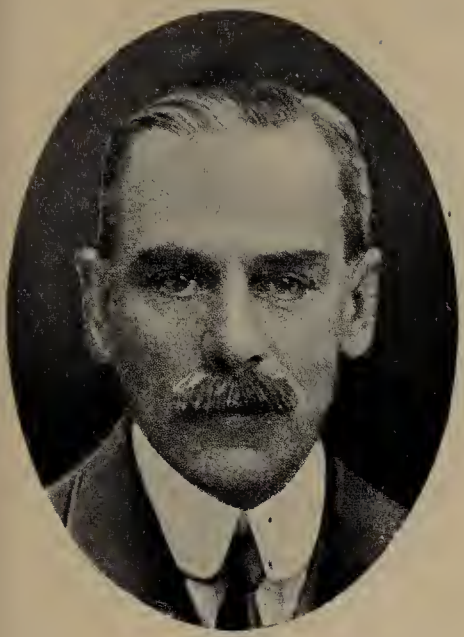
and Co. moved from Bishopsgate to 48, Cannon Street, to premises now occupied by W. M. Pearce & Gilligan, Ltd. The disappearance of such a fine old firm as Morgan, Gellibrand & Co., with whom it was always a pleasure to do business, is a matter of extreme regret, not only to me, but to all who have an admiration for "ancient landmarks."

Langton's Big "'Baccy" Pipe

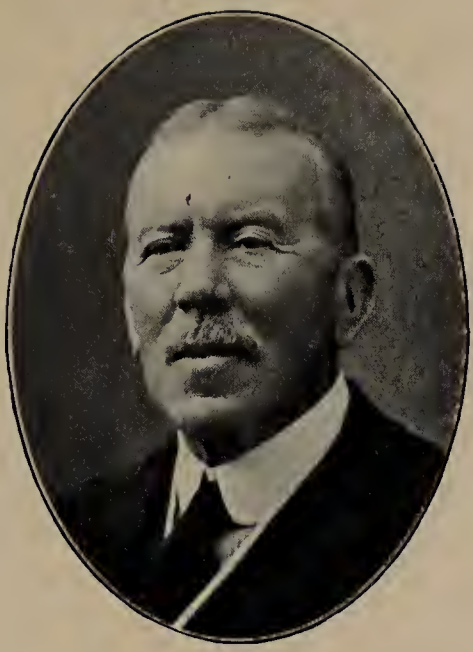
I remember an elderly gentleman named Langton, who acted as a small broker in the City. There is something of a romance attached to this name. I never knew the firm of Langton Bros. with a riverside wharf. I believe they were in a large way of business. My father told me the story of an interview he had with one of the Langtons. He was in the habit of buying from them. One day, in the course of conversation, he was asked as to his approximate annual income. He quite cheerfully gave his reply; but what astonished him was the comment of his interlocutor, who appeared amazed at the smallness of the figure. It was thus: "My dear sir, the amount you state is hardly sufficient to keep a fellow in 'baccy." Unfortunately, in later years he had to modify his ideas as to price of his 'baccy. Langton had a son who was well known and respected in the trade for years. For the sum of a few guineas per year he supplied his subscribers with a descriptive report of the various unreserved "lots" put up in the public auctions.

James Stephens

I do not think it is out of place here in *My Memories* if I mention the death of one of the oldest Freemasons,



C. S. Gordon Clark
(*See pages* 11 *and* 116)



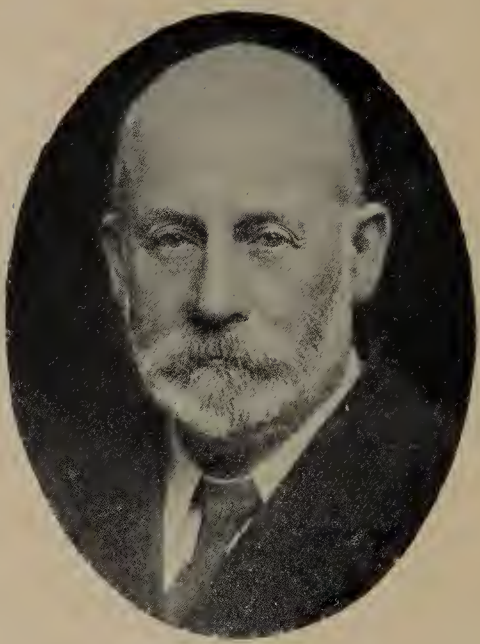
The Late Col. G. T. B. Cobbett, V.D., D.L.
(*See pages* 53 *and* 157)

Capt. W. Roberts Crow
(*See page* 57)

W. M. Crow
(*See pages* 19 *and* 57)

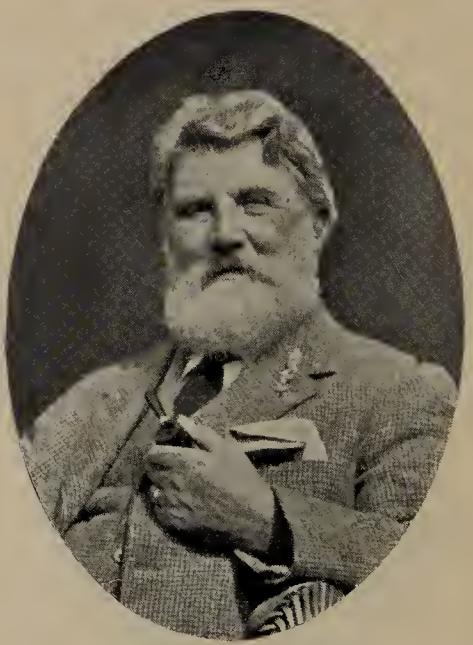
[*Face page* 46

Frank O. Croxford
Past President Bristol Channel Timber Importers' Association
(*See page* 96)



The Late J. H. Croxford
Past President Bristol Channel Timber Importers' Association
(*See page* 95)

The Late T. W. David, J.P.
Past President Bristol Channel Timber Importers' Association
(*See page* 96)



Henry Davies
(*See page* 103)

also connected with our trade. "Jimmie" Stephens he was usually called, and so in fact he called himself and signed a letter I had from him a year or two ago. He was a partner and founder with Mr. Carter, of the well-known firm of ladder makers in Paddington Green, Stephens & Carter. Everybody in Freemasonry knew Jimmie Stephens. Small in stature, with a wonderful vitality and brain, he was for many years the President of the "Board of Benevolence," being raised in 1923 to the very high rank of Past Grand Warden. His name will be long and affectionately remembered for his good work in the Craft. He lived respected and died regretted.

The Lombard Café

One of my personal recollections is when I was taken by a small broker to a café—I believe it was in Lombard Court—where I found several members of the trade imbibing that harmless concoction known as coffee. I must admit that I did not see anything stronger on the tables than the beverage I have mentioned. I understood this café was being run as a limited liability company, by several members of the trade; and they appointed a woman as manageress. Whether the Lombard Club, or Café, is still going strong or not, I am unable to say, but my remembrance of the place, when I was invited to partake of its hospitality, is that it was a kind of "half-way house," in which the speakers (I was going to say the "squeakers") of the trade congregated daily, and spent, it is to be hoped, a pleasant if not a profitable period slaughtering their neighbours and competitors with the same kind of "nut-cracker" as that effectively used by Samson to slay the Philistines. The instrument of destruction used by the "strong man" mentioned was no doubt equally well wielded

by the *habitués* of the café in their *rôles* of "candid friends," and probably it was not inferior in quality and activity to the Samsonian implement of attack. My sense of humour always made the chatterboxes suggest to me the thought of the "Three Tailors of Tooley Street," and how those wiseacres would govern the nation if its affairs were committed to their charge. They also reminded me of the famous editor of the *Skibbereen Eagle*, an Irishman named Potter, who in the course of a trenchant article in his County Cork newspaper, solemnly warned the reigning Powers that the *Eagle* had one eye on the Czar of Russia and the other optic on the Emperor of Germany.

John Mews

A very early recollection of this firm extends back to the late 'sixties. The concern was a large one with a wharf at Rotherhithe. Mr. John Mews, the proprietor, retired in favour of his nephew, a Mr. Freebody, who traded as Freebody & Co. In due course Freebody retired, which brought into existence the firm of Kemp, Collins & Co., the former having been with the firm of Freebody & Co. I remember old Kemp very well. In fact, his brother for a time travelled for me.

Hats!

Many years ago, Mr. W. E. Bradford did a fairly large business in the City, mostly amongst builders. I have a very vivid recollection of him by the extremely wide brim of his hats, the fashion then being very narrow ones, top hats just like stove pipes; anyhow, he had a fashion of his own. His principal traveller, and

later on his partner, was Mr. C. H. Puddy, well-known to most of us. I am not quite sure when it was that Puddy took over a timber yard in the Wandsworth Road. I am somewhat hazy about this. Later on, however, he joined the big City firm of T. & H. Green, and remained in that concern for many years. His well-known son, Mr. H. I. Puddy, fused forces with Scantlebury as agents, etc., and carried on as Puddy & Scantlebury. Eventually they dissolved partnership. We next hear of Mr. H. I. Puddy joining the old firm of Thos. Simson & Co. as one of the partners. After some years this partnership was dissolved, and now he trades as H. I. Puddy & Co., with offices at 16 St. Helen's Place, E.C.

Land Lords

How many are there, I wonder, who remember the firm of Sprules & Baynes? If I am not mistaken, both of these gentlemen came from that fine old firm, John Burton & Co., then of Sherborne Lane, E.C. I cannot remember how long they continued as timber merchants in the city. I believe they both eventually went in for land speculations and did very well.

A Land Slip

There are now few who remember the name of Wm. Johnson, Kentish Town, who carried on quite an extensive business in the days of long ago. There are, however, two gentlemen now prominent in our days who at the time were junior clerks there. Before referring to these individuals, which it is my intention of doing further on, I must relate what I knew of the above. I remember having several dealings with Mr. Johnson,

who always impressed on me that his business was for sale, as he wished to dispose of it as early as possible and retire. The next I heard was that he had disposed of it to a firm known as Grover & Grover, then in business in the Kingsland Road as pianoforte makers; at that time I had only heard of them by repute. However, I soon made it my business to get into touch with the firm, and for years I did a large business with them. The manager of the wharf was a Mr. Bradford, as the Grovers were seldom on the spot. Their many irons which they had in the fire, included, particularly, the purchasing of old pianoforte businesses, which after a time represented to them a good profit. Grover & Grover carried on their timber business for several years, but in the end they came to grief through unwisely speculating in a large parcel of land which proved to be anything but successful. Later on, Mr. Bradford carried on the business for some time. Now the whole of the wharf, and it is a large one, is in the possession of the Aerated Bread Co., Ltd., whose headquarters it is. I should mention that on this wharf coming into the possession of the Grovers they immediately built a large factory on the Camden Road end of it, with the intention of making pianofortes there. This plan, however, was never consummated, the Aerated Bread Company either renting or buying it, I do not know which, as one of their bakeries, and now the whole of the premises from Kentish Town Road to Camden Road is in the possession of the Aerated Bread Company.

B. G. Elliott, G. H. Renton

The two gentlemen already mentioned, who might be interested, and who knew the Wm. Johnson business,

were no other than Messrs. B. G. Elliott and G. H. Renton—this nomenclature is as they were known in the old days. The former is now Sir Bignell Elliott, K.B.E., J.P., and the latter is Mr. George H. Lindsey-Renton, both of whom to-day are very prominent representatives of the timber trade, and certainly have made good. B. G. Elliott, when I first heard of him, had a timber yard which, I believe, was in Hackney. I became personally acquainted with him when he moved to Fortess Road, Kentish Town, and took a fair-sized yard where he undoubtedly prospered. The yard he acquired was frequently hired as a sale yard for selling wood by auction. It was the custom in those days of speculators to buy cheap lots of second-hand and new wood-goods and to hold auctions all over the place. Probably for a time it served the required purpose. At all events, it failed in the end.

Expanding Business

Bignell G. Elliott later on took over much larger premises on the spot where his offices are now. This yard was previously in the occupation of a timber merchant named J. D. Birch, who moved there from Redhill Street, Cumberland Market, N.W. I knew Mr. Birch personally. He was a very quiet and reserved man. It must now be a number of years since Mr. Elliott took over this yard, which to-day forms a portion of extensive premises and wharves in other parts of the district. What I know of Mr. Elliott is that he is certainly not a man who seeks the limelight, being of a retiring and reserved disposition, although he has a very warm heart, as proved by his many acts of kindness. If he had never done more than interest himself, as he has well done, in the old school in which he was

educated, and of which he is justly proud, it would suffice, but there are many more acts of kindness to his credit which will not soon pass from the memory of the recipients of his practical sympathy.

Pater Bonus

I was present when he took the chair at one of the annual festivals of the Commercial Travellers' School, Pinner, and how proud we all were to think of the boy who was brought up in this institution, pleading so eloquently for funds on its behalf. It was a grand sight not likely to be forgotten. All honour to this outstanding representative of the trade who is just the same B. G. Elliott as I have ever known him. Although now known and styled as "Sir Bignell," I still always think and speak of him as B. G. Elliott.

A Man of Mark

When I first knew Mr. G. H. Renton he was already in a considerable way of business, and soon made his mark in commerce. A very active and energetic man, and a real hard worker, he was, and is one who could quickly see a point that betokened success, and he certainly has succeeded. He appears to have obtained everything in life that his ambition could have wished for. He has been president of this and that organisation, and still occupies the chair in two important institutions in the trade. Mr. Lindsey-Renton has never interested himself in civic affairs. He is essentially a timber man, and that is saying a great deal. May he have many years of activity before him is the wish of his admirers, who are numerous and

widespread, who value him for his manifold qualities of head and heart.

Colonel G. T. B. Cobbett, V.D.

Many years ago there was a firm of a similar name having an office the south side of London Bridge, I believe, in the timber trade. Whether that was our friend the gallant Colonel or not I am not sure. Anyhow, my first acquaintance with the personality I refer to was when he blossomed out in The Triangle, Hackney, as a retailer of pine deals. I well remember the consternation he created among his various *confrères* of this district, and comment was strong on his cutting the prices and offering pine deals as low as 3s. per plank, and advertising by sending about sandwichmen calling attention to his wares. The whole trade in that part of London was up against him—anyhow, he went his own way and succeeded. In those days there were occasionally large sales of pine by auction by the brokers. He was usually represented and a very large buyer. I have often heard that he was the pioneer of the importation into this country of American boards and planks. This is not so. Hy. Herrmann was undoubtedly the first, of whom I shall have something to say later on. Cobbett, I should say, was a good second. He spent many months for several years in "The States," obtained many good agencies, and built up a large business. He was undoubtedly a very shrewd man and very pleasant, with that twinkling in his eye and that peculiar lisp, looking at you full in the face and indicating with his manner, "I have listened to all you have to say. It has had no effect on me. I shall still pursue my own way." And he did. During the war he did excellent work in command of the City of

London National Guard. I have met several men who were under his command, and they all spoke highly of him.

Captain Booth, V.C.

My readers may say, what can reference to this soldier have anything to do with my memories of the timber trade? It has a great deal, as I shall immediately explain. After I retired, in 1919, I took up work with the Officers' Association of Earl Haig's British Legion, as one of their interviewers. My duty was to see various officers who were out of work and to try to find something for them to do. Sitting one day in my office there, a gentleman was brought in, and, after getting from him full particulars as to his previous career, in the course of conversation the timber trade was mentioned; he at once said: "Then probably you knew my father. He was for years editor of a paper called *Timber?*" I replied, of course, I knew of him well, although I had never met him. He told me the family had migrated to, I believe it was, South Africa. He had come across at the outbreak of war, and here he was stranded—nothing to do. Could I find him some work? I felt at once, here is a fine fellow, and he was a fine class of man—tall, well-built, well spoken and everything in his favour, a hero—walking about and could not find a job. It did seem to me that there was really something wrong, that a man having earned the V.C.—a real honour—should be at a loss for gaining his living. Anyhow, I am glad to say I soon found him a temporary job. As I did not see him again, I surmised he must have found his feet again. Such is life! In the course of the seven years I worked there, I came across several cases, members of the timber trade, and I am pleased to say I could help most of them.

Memories of Timber Trade

Lord Lawrence of Kingsgate

I remember making the acquaintance of the Hon. C. N. Lawrence, who afterwards became Lord Lawrence of Kingsgate. He was at one time a sleeping partner with the well-known and respected firm of Price & Pierce. I was introduced to him by the then head of the concern, the late Mr. E. G. Price, and we soon became personal friends. He was of that class of man to whom one would "take" at once, very charming in every respect. On one occasion he was my guest at a public dinner, which it was my privilege to arrange. His health was proposed. I forget the nature of the toast; it was probably in connection with the railway industry, as he then was a director of the London & North Western Railway Company, now the L.M.S. The proposer, in his speech, said something of this sort: "Now we have a railway director here. What can we get from him?" and went on talking of the railway rates to which he took exception. When the hon. gentleman rose to reply to the toast, he just made mincemeat of the proposer by inviting him to make an appointment to meet him at Euston Station, when he would be pleased to confer with him, and go through all the sections of their system. This was a tall order, as he told me at the time, as it meant dealing with several hundred stations on the company's line. The Hon. Lawrence certainly got the laugh over this gentleman. Kindhearted to a fault, and helpful in every way, he several times assisted me in my work after the war with regard to the Officers' Association, and invariably did so cheerfully and whole-heartedly. He was a son of the great and first Lord Lawrence, Governor-General of India. Eventually he became, first of all, Deputy-Chairman, and then Chairman of that great railway, the L. and

N.W.R. His death, which occurred a year or two ago, was widely regretted. He did not succeed to the Peerage as one might surmise. He became a Peer on his own account, his elder brother having become the second Lord Lawrence. His father was the first Chairman of the old London School Board, now merged into the London County Council.

Wm. Johnson

G. H. Lindsey-Renton kindly calls my attention to an error of mine when stating he was one of the two junior clerks employed by Wm. Johnson. He says B. G. Elliott was both the senior and the junior clerk, as Wm. Johnson only had one clerk. Renton tells me he was really a pupil of Johnson's, for which his father paid quite a good premium. He seems to have gained quite a good experience in the conversion of fine hardwood logs, and also in English timber, which proved of great use to him when he entered his father's business, which was mainly with builders and contractors. A peculiar incident he relates to me. Johnson had a large order on hand for spruce, and every hand in the firm was called upon to load up the stuff. Renton took his share in the job by borrowing a "pad" from a man and shouldering some of the sawn deals. At that moment, as he was helping loading up in the street, two old schoolfellows of his passed, and he has never forgotten the look on their faces when they saw him covered with sawdust. One can quite imagine that they probably thought: Fancy this old schoolfellow of ours, now down and out, glad of a job—a timber porter. I can only add: "What a sight for the gods! Splendid!"

Memories of Timber Trade

The Head of the House

There are few in the timber trade who have not the privilege of knowing Mr. W. M. Crow, head of the old and well-known firm of W. R. Crow & Son. I became acquainted with Mr. Crow in the early '70's, when I called at his then offices in Benjamin Street, Cowcross Street, E.C. The purport of my visit was to endeavour to buy from his firm a parcel of pine deals they had lying at a sawmill. The custom in those days was, the sawmill proprietor would collect from the docks or take overside parcels of pine deals free to his mills to get the sawing of these identical deals and, if I am not mistaken, would keep them rent free for the owner for two years. The sawing must then have been a profitable business, otherwise the sawmillers could not have prospered as they did. It was just such a stack of dry pine that led me to make the acquaintance of the subject of my remarks. Anyhow, to cut the matter short, the deal did not come off; there was nothing doing. Later on, when the firm, from practically being retailers, migrated to the City proper and became what was known as "Brass-platers," one saw a great deal of Mr. Crow, as he regularly attended the auctions, and his firm became in time quite a large concern. I always found Mr. Crow invariably pleasant, not a man of many words, but always in a great hurry.

The Timber Control

It is of Captain W. R. Crow, son of Mr. W. M. Crow, of whom I have something to say, as I first made his acquaintance when he was withdrawn from the Army and given a good position in the Timber

Controller's office at Westminster. I must leave the Captain alone for a few moments and divert my attention more to this controlling business with which he was concerned. At the early part of the war the trade was simply chaos—prices soaring up practically daily to unheard-of dimensions. Something had to be done by the authorities. Let me here say, at the outbreak of the war the Timber Trade Federation, through their able and far-seeing then President, Mr. John Gallatly, offered to place the whole of their machinery and experience at the service of the country. This was not accepted, so things went from bad to worse until a Timber Controller was eventually appointed. Just think for one moment the class of man that was first of all appointed—not a timber man of life experience, but an old Indian official, who possibly had passed through many forests in his time and had seen some trees. This was the class of man who was appointed to direct our trade! It is really laughable, the whole proceeding leading up to this appointment, to which I shall refer later on. I succeeded Mr. Gallatly as President. One day I was rung up on the 'phone—I remember the time well; it was about one o'clock in the day—and, asking to whom I was speaking, I was told it was the War Office. The question came:—

"Are you the President," etc.?—Reply: "Yes."

Can you arrange to get together all or most of your Past Presidents and come along—all of you—this evening at five, to have a conference?

The Official Way

Remember, it was left to me to collect these gentlemen, probably most of them at that moment at lunch. Anyhow, I was successful in three or four of us keeping

the appointment. After about 1½ hours' conference, things remained as they were. I heard nothing further for some days. Then I was rung up again, as usual, and asked to arrange for our Executive to meet some of the officials the next day—not much time given. Anyhow, we got together a fair number of our Executive to meet them. One surely would have expected that these men, coming into our room, would at least have asked to be introduced to the President, who was in the chair. Nothing of the sort. We just got to business. The upshot of the meeting was, they asked us to submit a few names of our Executive to act as an Advisory Committee to "The Controller," who was actually sitting the whole time at my right. I had never been introduced to him, and had not the faintest idea who I was speaking to, and did not know for days afterwards. As usual, great speed, they must have these names submitted to them that afternoon by 5 o'clock. The names were submitted, selected from those who were present. It was impossible to do it in any other way, as there was no time allowed to communicate with absent members.

Seven Honest Merchants

After all this rush, one would have expected to have heard from them right away. Nothing of the kind. I did not know the name of the Controller, and got that quite second-handed. After waiting about ten days, I got into communication with the gentleman, and got an appointment to meet him at his office at 11 one morning. I sent in my card, and after waiting quite 30 minutes I began to get impatient and demanded to see him. He at once came out, dressed in a Major's uniform, introduced himself with many apologies for keeping me waiting. He said it was impossible to invite me into

his office, as he had at once to leave for the War Office. Would I mind walking along with him. We could talk on the way. To my surprise, in the course of conversation, after my protests as to keeping us in the dark *re* the names we had submitted in such a hurry, he turned round to me: "Can you send me the names of seven to eight, not more, really, honest timber merchants who would not let me down?" After further explanations, I believe I am correct in stating, the list we had submitted, with certain additions, were eventually accepted. His regime did not last long. One day we heard another had been put into his place. Again no direct communication with us, the gentleman being

A Ball without Bias,

Mr. James Ball (afterwards Sir James Ball), the chief engineer to the then London, Brighton and South Coast Railway, who soon got to work and proved a very able man. It was he, at the Federation dinner in 1919, at which I presided, gave the hint that we should found a Timber Exchange, which I understand is now an accomplished fact. I wish it well. The parts Captain Crow played at the Executive meetings of our Timber Control were many. He was always accessible to every member of the trade. He did everything possible to smooth us through the difficult times; he was most charming on every occasion, and well-deserved the thanks of us all.

S.W.A.G.

Now there is a real romance attached to what I am going to inform the trade for the first time. This well-known brand of timber was very popular in pre-war

days, and I lay claim to having introduced it to this country. It came about in this way. I was for years the principal importer of what is known as "Bellywood" (sounding boards for pianofortes) into this country. I inherited this business from my father, who was the actual introducer of this wood, about 1851, and at his death I took it up and continued until the outbreak of war. I believe my successors have dropped it altogether as a business of no importance. I quite agree; it never was—with this exception: early in my career it was an excellent introduction in those days as an "open sesame" to the pianoforte trade. Now, about thirty years ago, my source of supplies had ceased, my producer having gone bankrupt. I was absolutely without supplies, and my customers clamouring for it. Now, this sounds really like a fairy story, but it is absolute truth. I was sitting in my office one day when a gentleman's card was sent in. He duly appeared, and in course of conversation (he was a German but spoke fairly good English), he told me, as he was here on other business, his brother-in-law, who was the working partner in a large firm of Austrian timber producers, asked him if he could sell for him a large quantity of bellywood they had for sale and at a loss where to sell it. Of course, I was most interested, and at once asked who gave him my name as a probable buyer? He at once told me. He went into the first piano shop he passed, offered them the wood, and they told him they only bought a small quantity at one time and their supplier was myself.

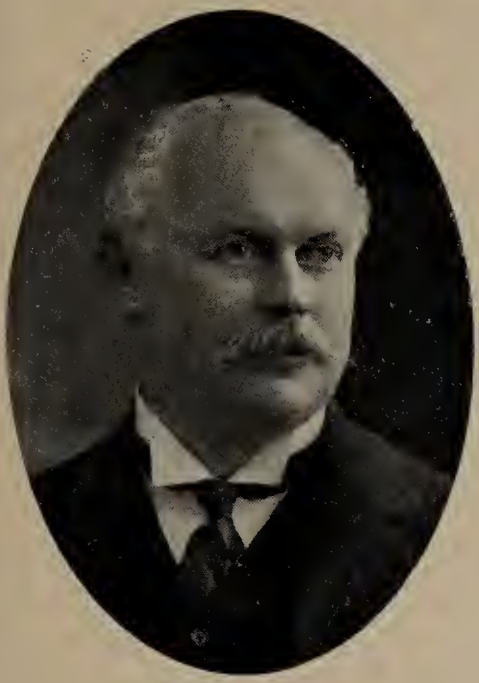
An Extraordinary Coincidence

What an extraordinary coincidence. I absolutely in want of it and not knowing where to go for my supplies,

and this firm with plenty of it and not knowing where to sell it. It did not take many hours for me to make up my mind to at once go, make their acquaintance, and secure the lot. This was my first introduction to the house of "Gebrueder Groedel," of Skole, East Galicia, with palatial offices in Budapest. From this acquaintance we became great friends, and through my persuasion, they became large shippers of deals, etc., of the above now well-known brand, into this country. I should make it clear that where they manufactured bellywood at that time was at their Skole mill. It was quite a side-line to this large and wealthy firm. At this mill they prepared mostly boards for their inland trade. They could not profitably there convert deals, etc., for this market. It was at their large mills in both Austria and Roumania that they commenced sawing for this market. They had great difficulties to get over, as they had no waterways, they being obliged to build their own railways to join up with the State Railways, and so on to Galatz, the shipping-port.

The working partner of this concern at their Skole mill was a Mr. W. A. Schmidt, whose only son, W. F. Schmidt, was for two years in my office learning English and business methods. Eventually he married an English girl, who accompanied him to Brody, then Austrian Poland, where his father bought him a large timber industry. Neither he nor his father ever had any interest in the S.W.A.G. business, which was a separate concern carried on solely by the three Barons I shall mention.

I took a lot of trouble to instruct them as to the sorting of their various productions; in fact, I have no hesitation in saying that the original deals, etc., with my markings, are still in their possession. I went out specially with them to their various mills, and showed them what was suitable for the English market. For many

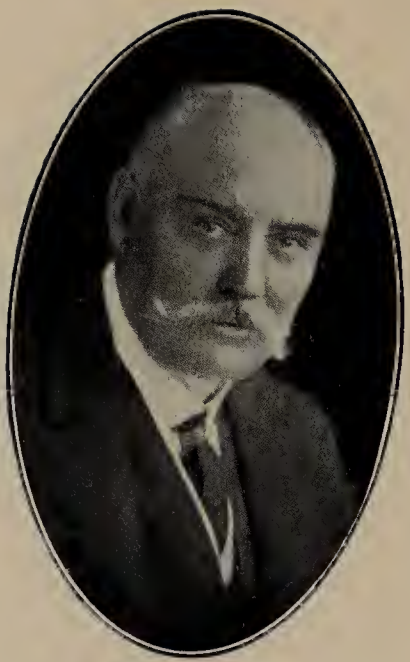


W. F. Dawson
Past President Bristol Channel Timber Importers' Association
(*See page* 97)

Alfred Dobell
Past President Timber Trades Benevolent Society
(*See pages* 23, 114 *and* 184)

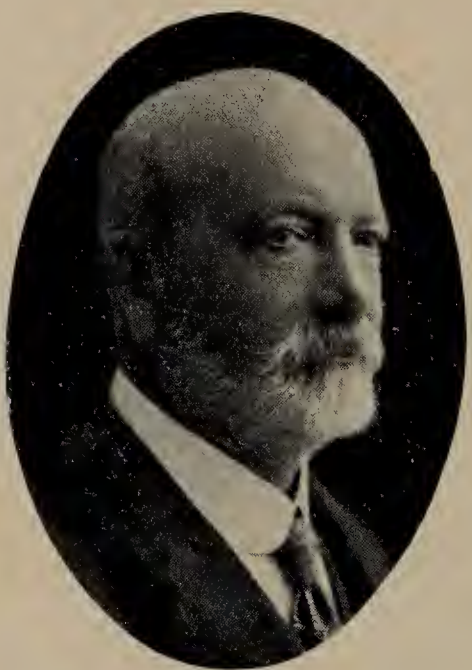
The Late C. J. Drummond
(*See page* 22)

[*Face page* 62



Sir Bignell G. Elliott, K.B.E., J.P.
Past President Timber Trades
Benevolent Society
(*See pages* 50, 52, 56, 139)

The Late Henry Hampton English



The Late Alexander Farquharson
Past President Timber Trades
Federation
(*See pages* 12, 36, 39, 125)

A. W. FitzGerald

years I acted for them on this side, at their request, as their arbitrator in case of dispute. Now I am going to explain how and why they marked their goods S.W.A.G. I told them the goods must be well sawn, and should have a bright stencil mark at the ends, and suggested as their firm was known there as Siebenbürgische Wald Industrie Actien Gesellschaft, which means the Seven Mountains Forest Industry Co., Ltd., that the first letters of this long name would represent S.W.A.G., and so came about this famous brand. They shipped large quantities to this country pre-war, and, I believe, are still shipping under another brand. From humble beginnings these three brothers became Barons of the then Austrian Empire, the most exclusive aristocratic circle in Europe. They at one time owned five British-built steamers for their trade. Their nephew, Dr. Hilb, is now the head of the concern. Before I conclude this romance, I believe it was the firm of Martin Olsson & Sons who were their first and only agents and introduced their goods into this market. Later on one of their representatives, a Mr. Pollaczek, came across and did the business direct. I believe the whole of their five boats were captured by us early in the war.

Vine, Scott & Brownlie

In speaking of Joseph Dowson & Co., I omitted to mention the names of the above three men, all of whom were with the firm. On the closing down of Joseph Dowson & Co., they established their business under the name of Vine, Scott & Brownlie. This must be about fifty years ago, as none of them were quite juvenile at the trade. This concern, I suppose, also has disappeared.

Louis Bamberger

Montgomery & Sons, Brentford

This was a fine old firm, highly respected. One of the sons, who regularly attended the timber auctions, was a major, and the late W. L. T. Foy used always genially to chaff him by calling him by his military title. The firm, I understand, has ceased to exist. Another old landmark gone!

Robert King

I remember Robert King, of Kingsland Road, now many years ago. He was a pretty regular buyer at the auctions, and later on he took his relative, Mr. Walter Scarborough, into partnership. The firm then became King & Scarborough, as it still remains. I always found Mr. Scarborough a particularly charming man—a little reserved, perhaps, in manner, and not disposed to waste much time in verbiage. I was present at the first auction ever held by Hodson, Mabbs & Co., and heard a very charming little speech he made on the occasion, wishing success to the newly-started auctioneers. In our old City Livery Companies, Mr. Scarborough has held the high office of Master of the premier Guild, that of the Mercers. I was once his guest at one of their famous dinners—I believe, when he was Upper Warden—and on leaving, was the recipient of a very handsome present to take home to "the wife," as the expression was. It was, I understand, the custom to make a similar presentation to every guest. I myself am a member of three of these Guilds, but we are, however, too poor to give presents. It is done, I think, by the twelve principal (and rich) Guilds.

Memories of Timber Trade

"Boys of the Old Brigade"

I have a very vivid recollection of two stalwart agents in the Swedish trade. They were Wilson and Mason, a brace of really jolly old boys, who held some "crack" Swedish stocks which were much sought after. I knew them very well, particularly Wilson, but was not much interested in their stocks, as most of my trade then consisted of Canadian. Eventually Wilson and Mason secured an agency in Austrian (Slavonian) oak for the Fiumaner Credit Bank, Fiume, and this led to business with them. It was very difficult at the time to get into this oak business, the whole of the production for the English market being in the hands of large London merchants who made a speciality of that fine wood.

Wilkinson Bros.

J. & G. Wilkinson were the heads of this fine old business. I remember George retiring and leaving it to his brother. They were a fine class of men—tall, upstanding, and both of a very pleasant disposition. From being practically retailers at their yard in Shoreditch, they developed into one of the largest speculative importing concerns. Speculation in timber was quite the thing to do in the last twenty years of the nineteenth century. Very seldom, however, did the speculator make a success of his operations, the brokers, as a rule, having the best of the game.

C. A. Stewart

The above was well known in the White Sea (Russian) trade. When I first became acquainted with him his

offices were in Clement's Lane, E.C., and later he moved to St. Helen's Place. I always understood he was born in Russia, of English parents. I have a recollection that before he opened offices in London he shipped direct through agents here. Anyhow, he developed a very large business. He not only shipped his own sawn goods from his own mills, but he represented several large shippers from the other side.

I saw a good deal of Stewart early in the war, for he often came to see me. He had a peculiar habit, when speaking, of walking up and down my office, with his hands behind him, and hardly ever remaining still. On one occasion I said to him, "Stewart, you are wearing out my carpet. I hope you will soon replace it with a new one." There was nothing doing!

He was undoubtedly a rich man before the war, and he must have made quite a fortune during the war, with his time charters and clever buying of ships. To think that when the slump came, he was heavily caught and lost all! It is a sad story.

I remember the last time I met him, now some few years ago. He told me he had just ordered a new ship that would cost him, I believe, over £100,000. I firmly believe if only he could recover a fair portion of his property, which was seized by the Soviet Government, he would still be a very wealthy man. I had many transactions with him, and they were always of a pleasant nature.

"Touchy"

Amongst the agents whom I knew well, Mr. F. Ofverberg, who represented in this country the well-known White Sea goods, such as the Maimax and

Onega Wood Co.'s respectively, was an extraordinary individual. He was a very touchy man and easily took offence, particularly if one did not pronounce his name correctly. It was often pronounced "Offerberg," and then, becoming very indignant, he would say, "It is *not* 'Offerberg'; it is spoken with the 'F' silent, 'Overberg!' " He invariably placed his goods in the hands of Foy, Morgan & Co. and A. Gordon & Co. for disposal. He was at all times most difficult to deal with, and the agents certainly earned the commissions accruing from his business.

"Because"

Richard Brandt & Co., afterwards Brandt & Hermes, were, I suppose, at one time the largest agents in the White Sea trade. I remember Mr. Winterton, who was with them. He was well known in the trade generally. I always found him a fair-minded man, and one with whom it was a pleasure to deal. After Hermes retired, the business was placed in the newly-formed North Russia Wood Agency, under the principal direction of Messrs. H. B. Allen and H. V. Shrapnel, the former taking the place of Winterton, who refused to join the firm, on account of one of the directors, whose name I have forgotten, being a German. Nothing would induce Winterton to work with the German mentioned. He gave up quite a good salary and position sooner then join the new firm with that individual as a co-director. I understand that early in the war this German was interned. Winterton, I believe, was at one time with Wm. Crundall & Co., Dover. During the war he acted as one of the inspectors under the Timber Controller. I had a great respect for him.

Louis Bamberger

Ion Hamilton Benn

This gentleman was a partner in the firm of Price & Pierce. When I first heard of him, he was connected with the firm of Guy Stewart & Co., who were large speculators in lower Port spruce. Their shipments were commonly called "Stewart's mixture." Why, I do not know. Anyhow, I became acquainted with him when he joined Price & Pierce. I believe his family were connected with the well-known firm of pitch pine shippers, Hunter, Benn & Co. Young Benn, as he was then, soon made his mark, first of all becoming Mayor of Greenwich, where he resided, and, later, Parliamentary representative for the division of Greenwich. Mr. Benn was an enthusiastic yachtsman, and was in the R.N.R. At the beginning of the war he joined the Naval Division, when he most certainly distinguished himself, amongst other places, at the storming of Zeebrugge, for which he was awarded the C.B. and D.S.O. On retirement from Parliament he was created a Baronet. From the inception of the Port of London Authority, Sir Ion has represented the timber trade on the board of that body. He is a man of many achievements. I feel sure that peculiar smile of his has helped him much.

A Market Buyer

Hickmott & Son were of Mile End, and I recall how old Hickmott used regularly to attend the public sales. One of the most negligently dressed men who came there, he did a considerable business amongst packing case makers. He wasted no words on men or things, and kept mostly to himself. This firm seems to be now extinct.

Memories of Timber Trade

Outstanding Personalities

The firm of Foy, Morgan & Co. were fortunate when they made the acquaintance of Messrs. W. R. Lenanton and D. B. Gellibrand, two outstanding representatives of the trade. They were practically just two opposites, with this exception, that they were both real hard workers. I remember their entering the service of Foy's, and later on being taken into partnership. Both Mr. W. L. T. Foy and Mr. C. J. Morgan enjoyed a full measure of popularity, but their popularity and business greatly increased by the exceeding energy of the additional directors. Mr. Lenanton was usually about and, with the assistance of his certainly "longish" legs, he contrived to cover much ground. On the other hand, Mr. Gellibrand was usually to be found in his office most time of the day, thinking and smoking heavily. One could get at Mr. Lenanton, whose contagious laugh would give him away, and he was invariably cautious, just as a wood broker ought to be. Although he might find it inconvenient to give a direct answer to a specific question, that really cheery outburst of laughter from him told many tales. On the other hand, Mr. Gellibrand, an ideal broker, was most difficult to get at. There was heard no hearty laugh from him, but just occasionally one was favoured with a reserved smile. Most difficult to probe, he never gave the show away! Messrs. Lenanton and Gellibrand were undoubtedly very valuable assets to the firm. Both were men of great charm—Mr. Lenanton in particular, with whom I did a large business and with whom, I must admit, I never had a cross word. Everything was as it should be between us. I have the most pleasant remembrance of his earlier days. Mr. Gellibrand died much too young, to the regret of everybody. Happily, Mr.

Louis Bamberger

Lenanton is still with us, and we hope to enjoy many more years of his activities.

Sir Keith Price

The eldest son of the late E. G. Price—that speaks for itself—he certainly has inherited the particular charm of his father. I have found in my long experience that where you find the head of a firm a charming man, that charm descends to every member of the firm down even to the most junior of clerks. This has always been my experience of everyone in connection with the fine old firm of Price & Pierce. Now, Keith, as I must speak of him, I remember meeting at the beginning of the war, and he said to me: "I should like to know how I can help." He was certainly anxious to be doing his bit. The next I heard was that he got an appointment in the then Ministry of Explosives, and there he remained the whole of the time, and the men I have since met who worked under him have always nothing but praise for his kindness and the excellent work he did. He received a Knighthood. He is, however, the same "Keith" as we ever knew him.

J. H. Fisher (Tealby & Co.), Hull

Mr. Fisher took a very active part in the formation of the Timber Trade Federation, and later on became its President. He was always a very charming man. On one occasion, I recollect, when I accompanied the late D. J. Morgan, M.P., the then President of the Timber Trades' Benevolent Society, to Hull to preside at one of the earliest of their smoking concerts, Mr.

Fisher, who was then Sheriff of Hull, entertained us royally, and we all spent a most pleasant evening.

Joseph Boulcott & Co., Limehouse

One of the partners used regularly to attend the auctions. I cannot remember the name of the partners. In my time I never heard of a Boulcott in it. I may be mistaken. They did a large business. This firm has now ceased to exist. Another old landmark vanished. So many of these fine old firms have gone out of the business!

J. Archer Smith

Mr. J. Archer Smith stands practically alone as a wonderful combination of energy and tenacity. When I first knew him, he had a wharf off the Old Kent Road, where he first started in business. From the beginning he was a success. I believe he came from the firm of H. W. Harding & Co., in the Southwark Bridge Road. Subsequently, on the death of Mr. Harding, from being a clerk there originally, he became the principal, on the spot where his headquarters are now. His extraordinary work in conjunction with the Benevolent Society is well worth recording. We, his colleagues on that Board, looked forward to his presence on every occasion, and he was certainly the "watch dog" of that organisation, for nothing passed him that he thought irregular. Up at once on his legs, he would have his say, which was usually pretty lengthy but to the point. He would hold his own against all others, and if outvoted, he usually sat down with a growl and a smile and it was all over. He was an outstanding representative on that Board, which nowadays he hardly ever

attends, and he is much missed. I believe he lives in retirement on the South Coast, and I wish him many years of health and happiness.

Ernest Zuccani

Ernest Zuccani, of Brick Lane, was an old-standing firm in those days, who were in the cabinet-making trade, and also large dealers in timber.

Montague L. Meyer

It was not my original intention to bring the name of Montague L. Meyer so early into *My Memories*, but as at the moment he is undoubtedly the prominent personality of the timber trade, I feel I must introduce him at once into my picture.

It is quite extraordinary the rapid progress that this quite young man has made in our trade. Everyone, of course, knows he was brought up in my office. His parents were good friends of mine, and they asked me to teach him the timber trade. I soon found I had a very apt pupil, and it was a pleasure to have one who was so eager to learn. I have often been twitted for having taught him too much! This can at once be disproved, for there is no such thing as over-teaching anyone. Even at my age, I myself am still learning. It is, however, a great feather in my own cap that people can see in me a great teacher! Anyhow, it is a pleasure to me to think he has made such splendid progress through the knowledge he acquired under my tuition, and I certainly am proud of his success. So far as I am concerned, let it end at that.

Montague Meyer, or "Monty," as he is mostly spoken of, was a success with us from the moment he entered my office. He was always asking questions, a sure sign of the desire for knowledge, and I would explain to him, particularly in financial matters, how to get over the difficulties.

Salesmanship specially interested him, and that he was a born salesman I soon discovered when, after a time he was put on the road.

He was about ten years with me, and left on his own account, to better himself by making an independent start, which he had every right to do, though it was certainly to my regret. However, I wished him well.

His first *coup* was when, at the beginning of the war, he offered himself as timber buyer to the Government. It was an inspiration on his part, and his services were accepted, which brought down on him the wrath of many in the trade. Jealousy was, of course, the explanation, as he had gained a point, and got there first. More jealousy arose later on, when he got into his stride; but the trade saw he was then strong in his great position, and he began to be spoken of as not being such a bad fellow after all, for he played the game. Such is success! Now, years after the war, he is again in the forefront, and all honour to him. He is undoubtedly a man of great ideas, full of energy, and with a firm purpose before him. Once more, however, he is in the black books of some of the trade, but this he does not mind. He is out to do something, and all I can hope is he may succeed.

H. W. Bayne

I made the acquaintance of Mr. H. W. Bayne when he was representing P. Wyndham & Co., on the road,

and he was always the same then as now, an exceedingly pleasant man to meet. I lost sight of him for some time, and we renewed our acquaintance when we were both creditors of a timber merchant's estate, he becoming the liquidator.

From this small beginning Mr. Bayne gradually became the liquidator in general of the timber trade. It became a *sine qua non* that to Bayne must fall the task of winding up affairs, and no other stood any chance.

Later he was appointed secretary to the Timber Trades' Benevolent Society. That was many years ago. He still holds the same office, and long may he continue to do so. He is a man of high principles and genial disposition, and what he does not know of the Society and its doings is not worth knowing.

Hudson & Carr

Hudson & Carr had an extensive wharf at Millbank when I first made their acquaintance. There was then no person to my knowledge named Hudson in the firm, and the business was, I believe, carried on by Mrs. Carr, a widow, assisted by her nephew, Mr. C. J. Wade. They did a considerable business in their time, but the name seems to have disappeared. When Mr. Wade came into the City, and commenced on his own account, he traded as C. J. Wade & Co.

Mr. Wade had a considerable business in Great St. Helen's, E.C., and was, as everyone knows, with Colonel Bird one of the founders of the Timber Trades' Benevolent Society, of which I shall later have much to say.

Mr. Wade's principal traveller was Mr. Barrett, who afterwards became his partner. On Wade's retirement

from business, Barrett carried on in his own name until he died.

For a number of years Mr. Wade has been one of the foremost arbitrators in the trade.

Frank Crump, principal of F. Crump & Co., Ltd., was, I believe, for some time with C. J. Wade & Co.

B. J. Hudson & Sons

With regard to the firm of B. J. Hudson & Sons, I have some doubt in my mind as to whether the two Hudsons were related. B. J. Hudson & Sons had some quite large timber yards in the West-end. At B. J. Hudson's death, his two sons, Benjamin and Walter, carried on the business, which was quite a large and successful concern. After a time, Walter Hudson retired from the firm, and the last I heard of him was that he was financially interested in the East Coast of England, in connection with the hotel trade. This business, I believe, is now carried on by Elliott & Sons, of Drummond Street, Euston Square.

Robert Ward & Sons

Robert Ward & Sons, of Pimlico, were in an extensive way of business. They owned a wharf, and were fairly large timber importers. One of the Wards was a regular frequenter of the public auctions. Very stand-offish, and reserved to a degree, he rarely conversed with anybody, a type of man who, respected for his taciturnity, was shunned by all who loved to crack a joke or tell a good story.

Edward Tyer

I now come to Mr. Edward Tyer, whom I remember very well indeed. In my early days, Tyer lived somewhere in Stepney, and carried on business from his private house. He was well known and widely respected and his turnover of business was considerable.

A. G. King & Co.

The firm of A. G. King & Co. had offices in Cannon Street, and of them it may be said that they started business one day, and ended on the next. From a commercial point of view, they went up like a rocket and came down like a stick, their career being meteoric.

"Sandy" Smith

I have very happy recollections of meeting "Sandy" Smith, of Horsley, Smith & Co., Ltd., Hull, a gentleman of charming personality. I made his acquaintance a few years ago at an hotel in Torquay, where he spent the winter months. I remember being introduced to him by a mutual friend there, and he seemed pleased to find someone, like himself, who could talk wood. We had many conversations of a most pleasant nature, and even at my time of life I could learn a great many things from him. We used to sit every evening before the fire smoking cigars, of which he would never accept one from me, preferring his own brands, which were much milder and smaller than mine. His comment always was, "You *can* smoke those stronger cigars. You are a strong man, but I am not strong." He

invariably had the centre seat before the fire, and usually had a lady seated on either side of him. I used to chaff him about this, but the only answer he gave was a twinkling of his eye, with a smile, as much as to say, "I am very comfortable. I suppose you are jealous." Anyhow, he was a right good sort and was much respected. My daughter, who was with me, said he was a dear old thing, and that meant a great deal!

Jones & Wainwright, Bristol

These two gentlemen were my neighbours, holding a large wharf. I believe they were related, Averay Jones being considerably the younger of the two. Wainwright, I always understood, was a brewer before he came into the timber trade. He certainly predominated, and the conversation was usually his, his partner merely echoing his words. The trade union there was evidently an eyesore to him, and, rather than fall into line with their views, he decided to sell up the business and retire. This he ultimately did, and the firm ceased to exist. I often met Averay Jones afterwards, and I found him a very charming man.

Taylor & Low Bros., Bristol

It is twenty years since I took over the command from the late H. Beadel Low, from whom I purchased the business. Many years ago, in the founding of the Timber Trade Federation of the United Kingdom, Alderman C. H. Low, his brother, took a very prominent part, being elected its first Vice-President, and afterwards succeeding the late Sir Samuel Boulton, Bart.,

as President. He was small in stature, and a genial, pleasant man to work with.

His partner, formerly his traveller, and well known to the trade, was the late Mr. G. H. Perrin, who regularly attended the meetings of the Federation. He was very loquacious, indeed a little too much so, being extremely long-winded. In fact he was an even greater talker than my good friend, the editor of this paper, with this difference. My friend Gilligan has that sparkling Irish wit which is so contagious at times, whilst the other man poured out a dull, monotonous stream of words. Anyhow, Perrin became a J.P. of Bristol, and was much respected there. When I took over the business, he had retired from the firm, and had started on his own account as G. H. Perrin & Co.

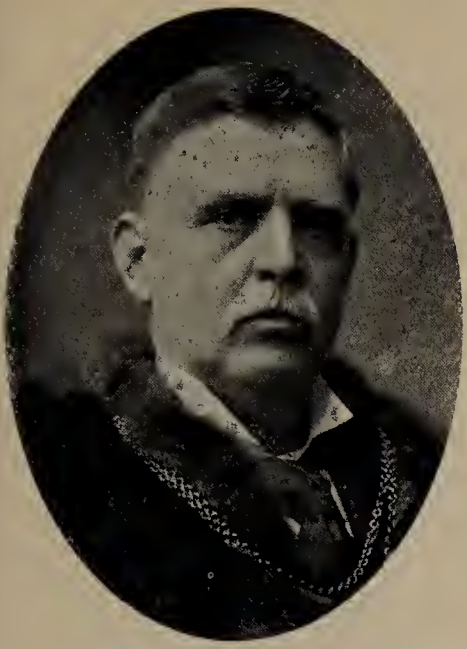
I never knew the senior partner, Taylor. I believe he was at one time Mayor of Bristol.

H. Beadel Low, the survivor of the firm, from whom I purchased the business, was thoroughly honourable and a man of his word. He died soon afterwards, at the age of 78.

G. E. Arnold, Woolwich

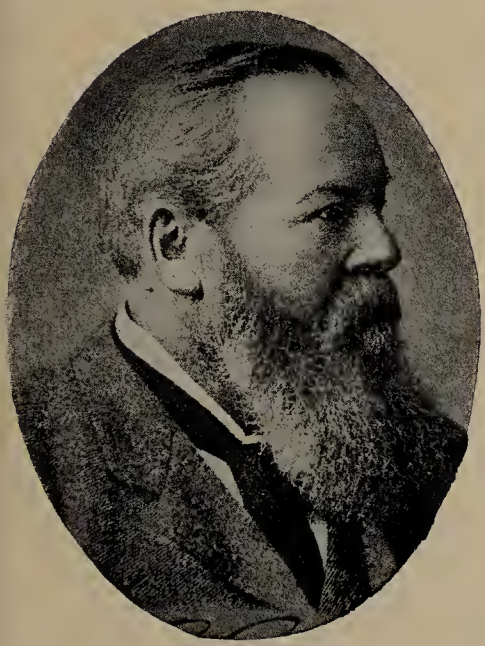
Mr. Arnold, whom I remember very well, was at one time in a large way of business in Woolwich. I know nothing of his antecedents except that he was of a very religious frame of mind.

G. E. Arnold at one time had as a partner Mr. E. D. Wilson, with whom I was personally acquainted. When I first met him he was a clerical employee, and later on became a partner with Edward Mayer & Co., then large pine importers. At one time Mr. Wilson was Master of the Guild known as Poulters. After G. E. Arnold retired Wilson carried on with a man



The Late Sir John Fleming, LL.D., M.P.
Past President Timber Trades Federation
(*See page* 125)

The Late W. L. T. Foy, J.P.
Past President Timber Trades Benevolent Society
(*See pages* 11, 12, 13, 64, 124)



The Late T. W. Gabriel
(*See page* 34)

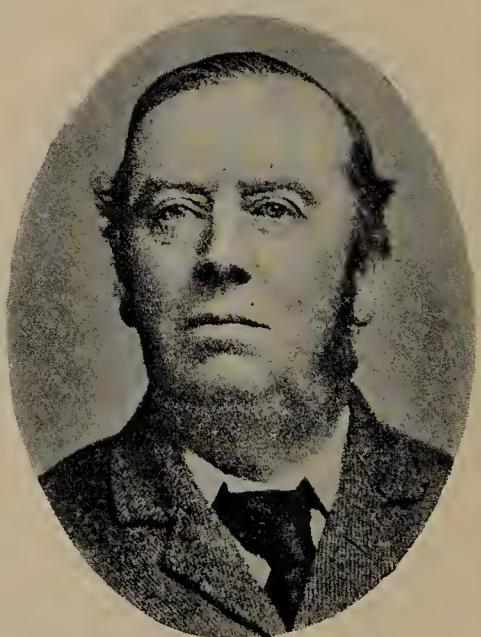
Charles Gane, J.P.
Past President Timber Trades Federation
(*See pages* 32 *and* 133)

[*Face page* 78

JOHN GALLATLY
Past President Timber Trades Federation
(*See pages* 58 *and* 126)

CAPT. H. CECIL GILLIGAN, I.A.
(*See page* 46)

THE LATE REUBEN GLIKSTEN
(*See page* 169)



THE LATE H. H. GREEN
(*See pages* 32 *and* 49)

Face page 79]

named Watson, the firm becoming known at a later date as Wilson & Watson, and then as Watson & Hiscocks. The name of Arnold of Woolwich is now, I believe, extinct in the timber trade.

During my work at the Officers' Association I became acquainted with a young man who was seeking employment, and he told me he was G. E. Arnold's grandson. After leaving the Army, he seems to have tried his hand at many occupations—even at running a dancing academy or something of the kind—none of which had been a success. In course of conversation I discovered he was of an artistic temperament, and he showed me some excellent designs of his. I am pleased to say that I was able to find him a good job with a friend of mine at a lucrative salary. He stayed with that firm for some few years and then left them to better himself. I believe he is doing well.

A Man of Parts

I have already mentioned Mr. F. Hugh Capron in my remarks concerning the doings of the Federated Merchant Freighters' Association. Still, he is such a wonderful personality that the few remarks which I made regarding him are not sufficient, to my mind, for he deserves a paragraph all to himself. In my long career I have encountered many men of mark, but Capron certainly stands by himself. Such a capacity for work I have never met. The Association used to meet on the third floor of Mr. Capron's premises. He could never tear himself away from his office work to attend our meetings, though he was our secretary and solicitor, and we usually had to wait for him. He would come dashing into the room out of breath, having mounted in double-quick time the unusually high stairs

between his room and our rendezvous. Work always commenced at once on his arrival. Minutes were hurriedly read, and usually a number of cases had to be threshed out. He was quite a master of each case, and so we went on. Despite the good lawyer he undoubtedly was, if uncertain on any point he invariably consulted counsel, and was always prepared with their opinion to lay before us. He was, of course, consulted by many members of the trade who did not wish to trouble the Board. Generally speaking, pages of details were received about particular cases, usually too lengthy to digest. He did his work thoroughly, but unfortunately his health gave way, and he retired from his firm—Trinder, Capron & Co.—with the respect and affection of most of the members of the trade. Notwithstanding the terrific amount of work he had in connection with his legal profession, Mr. Capron still found time to write two wonderful books—one "The Conflict of Truth," and the other "The Anatomy of Truth," published by Hodder & Stoughton. He represented a fine class of man.

Jewson & Sons, Norwich

I knew two of the sons—Messrs. George and Richard Jewson. I believe there was a third son, J. W. Jewson, but I never met him. I am told by a friend, who knew "J. W." well, that he was such a stickler for business that, getting wet through at a game of golf, he said he had no time to change, and must at once go back to his work, and back he went. Unfortunately, this brought on a severe illness, from which he never recovered. George Jewson used to attend our Federation meetings regularly. Richard, whom I often met in London during the war, was one of our Committee, and did excellent

work. He was then Lord Mayor of Norwich, and succeeded me as President of the Federation. Although I never saw him in the chair, from what I know of him he must have been a great success. Extremely pleasant and urbane under all circumstances, he enjoys widespread popularity. When referring to the Jewson family I cannot refrain from mentioning that brilliant lady, Miss Jewson, ex-M.P., daughter of the late Mr. George Jewson, and of whom we shall probably see and hear more in the future.

C. E. Musgrave

I have already mentioned C. E. Musgrave in my reference to the Timber Trade Federation of the United Kingdom, of which organisation he was secretary for many years, up to his death.

I cannot, however, pass over his name without further comment.

This man had a remarkable career. I believe he was at one time a reporter on *The City Press*. At the formation of the London Chamber of Commerce in 1884, he was appointed Assistant Secretary, and he soon made his mark. His knowledge of things in general was prodigious. Enquirers went to him for information, and came away amazed at the quantity placed at their disposal.

On the retirement of Kenric R. Murray, there appeared to be no question as to who should succeed him as secretary, and, of course, Musgrave was appointed. One of the committee has, however, since told me there was some slight opposition, as certain members favoured the appointment of a titled man. Anyhow, Musgrave was undoubtedly the man for them, as they soon proved.

Louis Bamberger

He did fine work during the war, and certainly was entitled to some recognition. He never mentioned it, but one could feel he was disappointed in this connection. His death was a great loss to our trade, as he had a particular affection, if I may call it so, for the Federation in which he so deeply interested himself.

Musgrave for years had the management of the annual dinners in his hands, including the toast list and the music. He was a fluent, though somewhat long-winded speaker. He was particularly fond of being on his legs, and his matter was usually good. He brooked no interference, and regarded the conduct of the dinner as entirely his.

H. & R. Fowler

This was a fine old firm of stave merchants, with a wharf on the south side. Their business was exclusively in staves of all sorts. I cannot remember any firm that could compete with them in this class of wood. A favourite size much used by the trade was Crown brand, 6 ft. 3in. by 6 in. These when cut into boards were much sought after for fine furniture work. They had practically a monopoly for a long time. Later there was some competition with a firm of which I have yet to write.

Union Jack Club

During the war it was my privilege and pleasure as president of the Timber Trade Federation to issue an appeal to all our members on behalf of the above excellent institution. It came about in this way:

The Union Jack Club were first in the field in their

appeal. They wrote to me when they were appealing to each and every industry separately, and asked me could I help them with our trade. I was only too pleased to do so, and through the generous support I received I was able to send them along about £1,800.

I was invited to come along and inspect their work in the Waterloo Road. A Major, whose name I forget, was in command there, and he took me all over the premises. He told me the appeal he was making was for constructing an extension to the building.

Whether that extension has ever been made or not I do not know. If it has been, we are entitled to have the name of our Federation conspicuously displayed somewhere in the new building.

It was delightful to see the real affection the men had for their commandant. He was a fine type of man.

Y.M.C.A.

I remember an appeal to me from this excellent institution. Within a day or two of my receiving their circular, the secretary was ringing me up constantly to know what we were doing. I told him more than once this matter should have our attention, and that I was at once calling on my committee to sanction my using the machinery of our Federation on their behalf; that it could not be done in a day, and they would hear from me.

My explanation of the delay did not seem to satisfy this gentleman, who within a day or two was again ringing up, and asking me to send along the sum I had collected. This hustler so worried me that at last I went up to see him at his offices, but found he was out—a good job for him! I have had to do with many "pushers" in my life, but this man "took the cake,"

It needed time to get together £4,200, which I believe was the amount we sent them. However, no rest did he give us, with constantly worrying us to send something on account, which was done.

I have a great respect for this institution, which did such real and splendid work during the war. My sons, who all knew it, gave it the highest praise for what it did for them. It provided canteens, libraries and many other things to make the lives of our troops a little more cheerful. All honour to them! I felt I was in duty bound to help them with funds, and, with the assistance of many in the trade we contributed our bit.

WM. THOMPSON
PATTRICK & THOMPSON, LTD.

I certainly cannot leave this gentleman out of *My Memories*, as I have a lively recollection of the valuable assistance he gave me when I was President of the Timber Trade Federation and he was Vice-President.

I am afraid, however, I did not give him sufficient to do, as he is a real glutton for work, and I nearly always presided. Still, he had a number of opportunities, and with his great flow of language and mastery of facts, he generally held his meeting. Nothing would induce him to accept the presidency of the Federation, although it was several times offered him. He is at all times an extremely pleasant man to meet.

F. BRIESEMANN

Mr. F. Briesemann, of whom I have a vivid recollection, always attended "The Sales" in the old Baltic

Saleroom days. Elegantly dressed and wearing bright —very bright—kid gloves, which never left his hands, his personality was in keeping with his appearance. He was a large shipper of floorings, which he invariably put up for auction. At his death the firm was carried on as F. Briesemann's Succrs., and it is now merged into Gordon, Watts & Co.

"Tommy" Forman

Thomas Forman, of Walnut Tree Walk, Kennington, was a large holder of hardwoods. He was generally spoken of as "Tommy" Forman, I always understood he carried on the business for his mother, who was the proprietress.

"Tommy" was an extraordinary individual, most hospitable, and his greatest delight was to invite his friends to dinner, and endeavour jocularly to place them under the table. Nothing offended him more than refusing to be his guest. Knowing this weakness of my friend I refused his invitations; ever afterwards he shunned me. It was his invariable custom, after dining them, to take those members of the timber trade who had accepted his hospitality to one of the Royal Amateur Orchestral Society's Smoking Concerts, of which the late King, when Prince of Wales, was president.

It was the custom each winter to have four smoking concerts, the dates of which were arranged by H.R.H. There was a fairly long interval between parts one and two of the programme, during which all refreshments were free. At one of these concerts I ran up against an old friend in the trade, who is happily still with us. We had so much to say to each other that we both overlooked the second part of the programme, and to

our amazement all we heard of it was the National Anthem.

J. H. Catley
May & Hassell, Ltd.

Death has been very active lately amongst the board of May & Hassell, Ltd. It is only a few weeks ago that we were mourning the demise of Mr. F. Morley May, and now comes news of the death of Mr. J. H. Catley, who was a popular personality, more particularly with the London trade, where he was well known and highly respected.

Mr. Catley, then a very young man, was brought up to the Metropolis in 1880 by May & Hassell from Bristol, and was employed by them to manage their newly-acquired London branch, where he soon made his mark.

Later on, Mr. Catley was made a partner, and when the firm was converted into a limited liability company, he was given a seat on the board of directors. Of course I knew Mr. Catley for many years, but it was during the war that I became more familiar with him. I was frequently in his office to see Mr. Arthur May, who, during my presidency of the Federation, was my most confidential adviser, and who helped to shape the policy of my conduct of the chair.

I saw a good deal of Mr. Catley, and always found him a particularly charming man. His great forte was chartering, of which he was a past master. He was an invaluable acquisition to the Federated Merchant Freighters' Association when he was induced to become a director. It is now some years since I last met him, but he has left a clear impression on my mind which time has not effaced.

Memories of Timber Trade

O. T. Parry
May & Hassell, Ltd.

Whilst referring to May & Hassell, Ltd., it would not be out of place to mention one who, although practically unknown except in name to the London wood industry, stands very high in the councils of the Bristol timber trade. I refer to Mr. O. T. Parry, general secretary of May & Hassell, Ltd., whose registered offices are in Bristol, and where my friend Parry resides.

I understand that Mr. Parry has been with his firm since 1884, now forty-five years, quite a life-time, and he is still going strong. Personally, I have always found him a most charming man, and a delightful neighbour. From our arrival in Bristol, Mr. Parry and the members of his firm have always done their best to make things go smoothly.

I have always thought he made a mistake in joining up with the wood trade, for such is his legal mind, that he would have made an excellent lawyer. What he does not know about shipping matters is not worth knowing. He enjoys the esteem and respect of all who love dealing with a thoroughly upright man.

The Timber Trade Federation

I was a guest at a luncheon given by the newly-elected President of the Timber Trade Federation, Mr. E. P. Tetsall, on Thursday, 11th April last, in honour of the Immediate Past President of that organisation (Mr. H. Cyril David), and was charmed to meet so many old friends with whom I had worked for years, and to receive from them that hearty welcome which denotes good fellowship and kindness of heart.

Louis Bamberger

The few words which fell from the lips of the President and Immediate Past President concerning me really touched me; to think and feel that one was still appreciated, although no longer moving amongst them, was something worth living for.

The occasion of the luncheon gives me the opportunity of letting all the members of the trade know that it is my intention in the near future to publish *My Memories* in book form, which, with the addition of *Memories of the Past* extending over 10,000 words, published and concluded in twelve parts of that well known paper, *The Pianomaker*, will make quite a good sized book.

It only remains for the entire trade to subscribe for the complete volume, as it is my intention to devote the whole of the profit, after paying all expenses, to the funds of our Timber Trades' Benevolent Society, the details of which will appear later on.

The Woodpecker

I have always understood that Charles Bird, Paddington, came from the firm of Walter Cosser & Co., whom I have already mentioned. Mr. Charles Bird was associated with Mr. C. J. Wade, who, as is well known, was a founder of the very successful Timber Trades' Benevolent Society. All honour to them for the work they have put into it from the beginning, and to Mr. Wade for the interest he has shown in it since its foundation. Such is Mr. Wade's genial personality that up to the present his appearance in trade and social circles, where he is well and popularly known, is the signal for the warmest of welcomes. Mr. Bird was a dapper little man, who took a keen interest in the Volunteer movement, of which he became a senior field officer, holding

the rank of Colonel, and being everywhere known as Colonel Bird.

Colonel Bird was Commandant of the Victoria Rifles, commonly known as the "Old Vics." This was one of the Volunteer Regiments formed in the "'fifties" for defence work only. It may not be inappropriate here to give some of my personal experiences of the then "Volunteer" movement. They form, after all, part and parcel of my sixty years' *Memories*. I was at the time a clerk with Lee & Chapman. I became a "Volunteer" by joining the then 2nd Middlesex Artillery Brigade, the headquarters of which were in the Custom House at Thames Street, our drill ground being the Tower of London. The system was to join for four years certain, and the War Office partly defrayed the cost of uniform, for which a very small sum was allowed. If one required a water-bottle, haversack and overcoat, these items had to be paid for by the volunteer, so one can well imagine that most of "The Gunners," as we were called, being largely representative of young clerks in the City with very slender means, were obliged to go without these additions to their kit.

My "British Warm"

I was fortunate in buying a second-hand Royal Artillery overcoat for £1, and a wonderful garment it was, for when I left the regiment, I used it for some years as an extra bed blanket, and found it very heavy, warm and comfortable. My purchase came about in this way: We had to attend "Big Gun" actual firing once a year on Plumstead Marshes. A battery consisted of eight heavy guns firing one after the other. My first experience actually shattered my hearing, and I was deaf for over a week. After our work was done

for the day, I walked into Woolwich, and there bought this wonderful overcoat for the small sum mentioned, obtaining it from one of the many second-hand clothes shops there. Later on I became an officer in the old 20th Middlesex Rifles, whose headquarters were off the Euston Road, Drill ground, Albany Street Cavalry Barracks, with the Armoury under Euston Railway Station. This privilege was granted to us by our Honorary Colonel, the late Duke of Sutherland, who was then chairman of the railway company.

"On with the Dance"

The Volunteer system was at the time a farce. The popularity of the whole thing, which appealed to the younger generation, was due to the dance, held at the prize-giving, annual inspection and marching out through the streets, these being the favourite movements in the year. The Easter Monday review, which meant at least three days' holiday at Brighton, was also a popular feature in Volunteering in the early 'sixties, which I remember well. Little boys used to shout after the men in uniform the following: "Who killed the cat?—The man with the white feathers!" so many regiments having feathers in their kepis. Another favourite amusement of these young urchins was to shout: "Who fought the monkey in the dusthole and came out without a scratch?" The following was a phrase used by an orator at an annual dinner of one of these regiments. In proposing "The Army, the Navy and the Auxiliary Forces," he ended by saying: "Here's to our noble Army, who fight before they die, and to the noble band of Volunteers, who die before they fight." Mr. Haldane, as he then was, and afterwards Lord Haldane, on becoming Minister of War,

from this poor beginning, ultimately formed a really good force, known as the Territorials, with a proper military training. This body did magnificent work early in the late war.

Fatigue Duty

One had to attend a certain number of drills each year—more for the first year and less in the years following; but it was imperative to turn up once a year at the annual inspection of the entire brigade, which was usually held in Hyde Park on a Saturday afternoon. It meant, unless one had a very good excuse for absence, having to pay to the regiment the usual allowance from the Government.

"Cum Grano Salis"

The following story was told to me as being a true one, but I cannot vouch for it. A certain member of Parliament was urging upon the Government of the time that he strongly protested against the Volunteers leaving the country, as they were enrolled only for defence in case of an invasion. The War Minister's reply was to this effect—that he had listened with great attention to the honourable member, and it was in his mind, in case of an invasion, to send them all abroad.

"Moistening the Clay"

It was a custom for most of the London regiments occasionally to have a Saturday evening "March out" with their bands through some of the streets. On one

occasion, my regiment was marching through Great Portland Street on their way to the Albany Street Barracks to be dismissed. We had marched a long distance, and some of the members, probably being very dry, fell out of the ranks and rushed into public-houses for a wet. This attracted the attention of our Colonel, who was an old Indian regular officer. Riding on horseback in front, he halted the regiment right away and shouted loudly: "Fetch out those men from the public-houses." This was quickly done, and on dismissal he told us what he thought of us.

Weapons of War

I am merely mentioning this as showing the state of affairs which then existed. Some of the regiments were quite smart; others just the opposite. As a fighting force—yes, with their fists as most valuable weapons of "war!" I could go on writing pages of my "Volunteer" experience. I think, however, I have given a fair account of what it was.

As I am writing of the "Volunteer" movement in this country, it is only fair I should state, so far as I can remember, how it originated. Napoleon III., Emperor of the French, had just completed building a huge harbour, well fortified, at Cherbourg. This was considered a menace to us. We got a scare, and at once conceived the idea of a large force to protect this country in case of an invasion. This was the foundation of our "Volunteer" force, but as usual, as we do things parsimoniously, a very small sum was granted by Parliament to run this national line of defence. When breech-loading guns were coming into vogue instead of the old muzzle-loaders, our Volunteer Artillery were still drilling with the latter firearms and knew nothing

of the working of the new weapons—such a farce! What chance should we have had with such pop-guns against invaders?

Nutman & Son

I remember the senior of this firm very well, when he started in the City. I forget what concern he had previously represented, but I believe it was one of those fine old houses that have given up business.

The success of this firm was undoubtedly due to the energy displayed by his son, whom we all knew, the late H. G. Nutman.

"H. G.," as I shall call him, was a very tall man, full of life, usually smiling, and with a peculiar habit, when talking, of placing both hands on his hips, and looking down upon one from his great height with a complacent smile. He was a very pleasant personality and a great yachtsman.

When he was President of the Timber Trades' Benevolent Society, he put his heart and soul into collecting a large sum of money for its funds. He did good work also in his connection with the Federation.

He died a comparatively young man, to the regret of all his friends, and they were many.

Bristol Chamber of Commerce

When I became intimately connected with Bristol I was invited to join the Council of the Chamber of Commerce. From the time Geo. H. Perrin resigned from it (I believe he was at one time its president), the timber trade was not represented there.

I gladly accepted the position, and remained on until my retirement in 1919. One of my sons has

succeeded me on the Council. I soon found that many matters affecting our trade and others required attention. Just before the war, there was a great outcry amongst all the trades there of a severe shortage of railway trucks. A deputation to the directors of the Great Western Railway Company was arranged, and the day appointed. Every industry concerned, that could send a delegate, did so. I represented our trade. The Lord Mayor of Bristol was at our head.

On leaving Bristol station, we found ourselves the guests of the directors, and they placed their own beautiful saloon carriage at our disposal. They had also provided an excellent luncheon, with wines, cigars, and everything else one could ask for.

It can be readily understood that when we arrived at their board room we had completely abandoned the spirit of hostility with which we had begun our journey. I can well remember their chairman, Viscount Churchill, welcoming us.

His first remarks were, smilingly, "Now, my Lord Mayor, before you utter one word, we plead guilty to your indictment. We admit we are very short of trucks. It has been an oversight on our part which we have tried to remedy by purchase. We find, however, that we have not succeeded, but we assure you it will be remedied within the next twelve months.

One would have thought after such a very friendly admission the deputation would have at once departed. Nothing of the kind! I suppose we all felt we must say something to while away the time, and that is about all we did, for the business that brought us was over.

The directors kindly sent us all back to Bristol in their own carriage, the same way as we came, with a very fine tea laid out for our comfort. So ended a

MAJOR A. I. HARRIS
Chairman Association of Timber Importers of the U.K.
(*See page* 139)

J. E. HARVEY, J.P.
(*See page* 115)

PERCY HOAR
(*See page* 171)

E. C. HORTON, O.B.E.
Chairman Federated Home Grown Timber Merchants Association
(*See page* 116)

[*Face page* 94

The Late T. L. Kemp
(*See page* 48)

Edward Locks Latham
Past President Timber Trades Federation
(*See pages* 158, 168, 169)

The Late James Latham
(*See pages* 158 *and* 168)

Edgar B. Lee

pleasant day, never to be forgotten. We were certainly out for somebody's blood when we started, and we returned with our tails between our legs, and full of praise for the Great Western Railway.

Bristol Channel Importers' Association

I have very pleasant recollections of my connection with this Association, and of some of the members. I should mention that the members, are like a band of brothers, very friendly to one another, and strictly adhering to the proposals carried for their mutual benefit. I suppose they have the advantage of belonging to a small association and knowing one another intimately. I found this out at an early date after I was admitted to membership. In 1914, at the outbreak of war, Major Gregor, of Swansea, was president, and I was vice-president. He immediately joined up, and I became acting president in his stead. Poor Gregor, who was a charming man, was killed. I was then elected president. The custom is to meet wherever the president lives, so our meetings were held in Bristol.

I should like to say just a few words regarding those past presidents whom I well remember. I shall mention them alphabetically.

J. H. Croxford

J. H. Croxford was certainly a man of great character. He had, as a rule, very little to say, but what he had to say was all good sound common sense. He was seldom on his legs, and would utter merely a few words here and there, but his colleagues had such a high

opinion of him, that he usually carried the meeting with him. He was a pleasant man, rather brusque, but with a smile for everybody.

Mr. Croxford was originally with Sanders & Booth, of Gloucester. He afterwards joined the famous firm of Price, Walker & Co., Ltd. In 1873 he was appointed joint managing director with C. B. Walker, of that firm, and in 1889 he was appointed managing director. Much respected, he died in 1920, to the regret of all who knew him and honoured him as a strictly upright man.

F. O. Croxford

His son, F. O. Croxford, has since been the managing director in his father's place, and has just retired from the presidency of the Bristol Channel Importers' Association, after good service. He is much the same type of man as his father was, and although quite a young man, he is making his mark.

T. W. David

I now come to T. W. David, J.P., of the firm of Robinson, David & Co., Cardiff. I believe Mr. David came from the old-established firm of Watsons. Mr. Robinson, I always understood, was an M.P., for which division I do not know.

It did not take me long to make Mr. David's acquaintance. It was quickly done, for the first grip of the hand and his pleasant smile settled it. He has a really lovable nature, and he and I became firm good friends. I have a great admiration for him, and the same is true of everyone who comes into contact with him.

Memories of Timber Trade

H. Cyril David

His son, Cyril, I met for the first time at the luncheon given in his honour by the incoming president of the Timber Trade Federation. I was much struck by his resemblance to his father, in his kindly face and pleasant manner, and his father must be extremely proud of him.

For so young a man as H. Cyril David to be chosen as head of the timber trade of the United Kingdom speaks well for his ability and popularity, and I have heard nothing but praise for the manner in which he occupied the chair.

W. F. Dawson

T. B. & S. Batchelor, Newport

I remember him very well. He was a quiet, reserved man, and usually attended as regularly as he could. I understood at the time that he was suffering from ill-health.

J. H. Gough

John Bland & Co., Ltd., Cardiff

He was managing director of this well-known firm, a genial man, always with a smile on his face, he was a good debater, and could hold his own. I believe it is some years since he retired from the management of the above firm. He still lives in Bristol, as he did when I knew him, when he used to travel daily to Cardiff.

J. C. Meggitt

I now come to J. C. Meggitt, of the firm of Meggitt and Jones, Cardiff. Mr. Meggitt is a man who stands

out alone. A man of mark, from humble beginnings, he established one of the largest firms in the Bristol Channel district.

I believe before he started in Cardiff he represented R. Shelton & Sons, of Wolverhampton.

Meggitt is a man of many parts. At one time I remember he was adopted Liberal candidate for Bath. Why he retired, and did not see it through, I never understood. He speaks very quietly, just above a whisper. He is certainly a shrewd man of business, as he has proved himself in buying up Watsons, of Cardiff, which undoubtedly seems to have been the right thing to do.

J. G. Wightman
Heber Denty, Ltd., Bristol

A very pleasant man, he has done good work with the local association, in which he is much respected.

Alderman H. W. Twiggs, J.P., Bristol

As the preceding remarks refer to Bristol and the Bristol Channel, it is appropriate that I should here introduce the name of this extraordinary gentleman.

He was for many years chairman of the Docks Committee. This committee has control of all the docks, including Avonmouth, with which the timber trade is concerned. The entire timber wharves in Bristol proper are the property of the Bristol Corporation, who are excellent landlords, and always willing to help our industry to the best of their ability.

When the late King Edward opened the extension of the Avonmouth Docks, certainly a great undertaking

of the Corporation, the then chairman of the Docks Committee, Mr. Howell Davies, received a knighthood. Afterwards, as Sir Wm. Howell Davies, he represented a Bristol division in Parliament. He has since retired.

This, however, is a divergence, and I must return to my original theme, Alderman Twiggs, who has devoted many years to the service of Bristol. A perambulator and baby carriage maker, he has given a great part of his life to the success of the docks. For one year he acted as Lord Mayor of Bristol, and earned widespread approbation for his excellent conduct of the chair. He is a self-made man, for which all honour to him. Bristol timber traders are certainly much indebted to him for his many acts of kindness.

Thos. Hill & Sons, Bristol

The head of this firm was always familiarly spoken of as "Tom" Hill, and he certainly was quite a landmark in the timber trade of Bristol. Starting in quite a small way, through energy, shrewdness and integrity he established an important firm there. I knew him quite well, and it was always a pleasure to meet him. Cheery and breezy, he might be full of trouble, as most of us are at times, but he never showed it.

What I so admired in him was his astuteness in never coming into the market as an importer. He knew a trick worth two of that. He let others be the importers—sat still, and usually bought what he required at practically his own price.

Bristol in his day, became the happy hunting ground of several of the big London importers, who, in some cases had to sell sooner than land their goods. This was Tom Hill's chance.

Louis Bamberger

In 1913 rumour got abroad that a certain few speculators contemplated building an Exhibition there, to be opened in 1914. Tom Hill saw his chance and got in front. He managed to get a considerable sum secured, and practically cleared his yard of a good deal of old stuff, the back of which he was glad to see.

Some of us came in later, but were not so fortunate, as the Exhibition was a complete failure. At the beginning of the war the Government stepped in and bought the whole building for a mere song.

Tom Hill did an immensity of good work for the wounded soldiers during the war, getting up many entertainments for them. He died a comparatively young man, under sixty, and was succeeded by his two sons, Reggie and Harry, the latter of whom has since died.

The business is now carried on by the former alone. We all know Reggie, and that we all like him is saying a great deal. He is a very charming man.

Arthur Downton

The subject of my sketch is well worthy to find space in *My Memories*, as he has been connected with the timber trade for over fifty years. The first part of his wonderful career commenced with the firm of Christopher Mouncey & Co.; later on he joined the firm of J. J. Hickmott & Son, where he remained two years. His next appointment was as manager of Dolton, Bournes and Dolton's Southampton branch. Still later we find him with the then old-established firm of Drivers, at Southampton.

On the firm of Thos. Gabriel & Sons taking over Drivers' business, Young Downton joined forces with them in 1895, being transferred to their London wharf

and becoming in due course their principal representative. Gabriels, on amalgamating with Wades, of Hull, and English Bros., became, as known to-day, Gabriel, Wade & English, Ltd. Mr. Downton is still the principal representative of that firm in London.

Although one of the old school of travellers, Mr. Downton is sufficiently modern to have the entrée to, I should say, all the most important of the building trade in the Metropolis. He has such charm of manner and so thoroughly knows his business that it is always a pleasure to meet him and have an enjoyable chat.

The Birth of the "Benevolent"

I can remember well the inauguration of this very successful Society. It is undoubtedly due to the exceeding energy and generosity of the founders—the late Colonel Bird and Mr. C. J. Wade, the latter of whom is, happily, still with us—that it first saw the light. I heard the following story from one or both of the founders. It came about in this way: These gentlemen, on a certain Sunday morning whilst on their way to church, respectively conceived the idea of a benevolent organisation, and communicated to each other what was in their minds—a peculiar coincidence—and so came about the existence and foundation of this industrial *magnum opus*. Colonel Bird in course of time became its President. Mr. C. J. Wade, on the other hand, although the presidency has frequently been offered to him, has always refused this high honour. I do not know the reason in his mind for declining the position. Anyhow, it is a fact that he never would accept the post. A meeting was held in the Carpenters' Hall, London Wall, and Mr. D. J. Morgan, head of the firm of Morgan & Gellibrand, was voted to the chair.

The hall was filled with enthusiastic supporters, and the proceedings did not take long.

Before we left the hall, I think I am correct in saying that something like £6,000 was promised in donations alone.

The First President

The late W. L. T. Foy, of Foy, Morgan & Co., was then and there elected as the first President, and right well he did his work. I was not on the original Committee, but from what I understood at the time, the work at the commencement was of a stupendous nature. Later on I was invited to join the Committee, which I did.

A Good Start

At first the provinces did not respond as we had expected. They regarded it as a London Society for Londoners only. It took a good deal of persuasion to convince them that they were absolutely incorrect, but as soon as they were convinced that they were wrong, they went at it with a swing and have never looked back. Since those days the provinces have helped so largely with their smoking concerts and other means for collecting money that to-day I am sure they must feel proud of the good work they have helped along.

The Bristolians

It is only fair to say that the idea of these smoking concerts to assist our funds originated in Bristol, where they have been carried on ever since with great success. Considering that in Bristol there is a mere sprinkling

of timber merchants, the record vies with that of much larger ports throughout the country. Such is the brief story of the founding of our great Benevolent Society, of which every one of us is deservedly proud. In conclusion, let me say that the wonderful success of the London Staffs' Committee's annual concerts, and the work put into it by the members, are something for which we are all very grateful.

H. Davies, Bishopsgate

My memory goes back to the early 'seventies, when I made his acquaintance. He was then stock clerk to Prier Wotton.

I believe Mr. Davies has told several of my friends, who have repeated it to me, that it was he who made out the first dock order to me, when I commenced trading with Wotton.

He has been in business many years. He was always of a retiring disposition, with no desire to appear in the limelight.

He has steadily pursued his own way and has succeeded, and I hope he may live many more years to carry on his activities.

C. B. Ingram

I can remember, early in the 'seventies, calling upon him to endeavour to open an account for the firm I was representing. I recall the reception I got—just a scowl, and a look from his eye expressive of resentment at my impudence.

Anyhow, I became most friendly with him, and found his bark was worse than his bite. He was quite a nice

man when one knew him. He told me he suffered in health, which may have accounted for his apparent standoffishness. He died a comparatively young man.

He took his nephew, Mr. Perkins, into partnership. The firm became Ingram, Perkins & Co., and has considerably expanded under his guidance.

E. H. Barton

Referring to Hickmott & Son a short time ago, I quite overlooked mentioning the above octogenarian, who for many years represented them on the road.

When the firm retired, about thirty years ago, he started on his own, with a good connection amongst the packing case trade.

I am told that Mr. Barton is still carrying on business from his seaside home. May he continue to do so for many years to come.

His son, with a man named Thompson, founded the well-known firm of agents, Barton, Thompson & Co.

Meredith Bros.

I remember one of the brothers attended the auctions years ago. This firm was originally established as sawmillers to the trade. It is now many years since they dropped sawing, and developed into a very large timber business, their trade, I believe, being mostly amongst packing case makers.

A. J. R. Meredith, one of the sons of the original founders, I have known and worked with practically all my life. He was a very active member of the Federation since its inception. I have always found it a pleasure to work with him.

Memories of Timber Trade

Speculative Builders

I think it may be interesting to my readers to give some details of the large part these gentry played in our trade when I came into the City sixty years ago. The customers of the firm I was with were mostly of this class; outside of them, we did business with a fair number of "yard-keepers," or retail timber merchants, so one can understand that a young man like myself starting in business had very little scope with other consumers. I can just remember my old firm were rather large property owners, houses, such as they were, all of the speculative builder's kind. I soon found, after I had been established a short time, that I also was saddled with property of this kind, and became the owner of several houses.

The owning of these jerry-built houses, instead of a source of profit, as I had conjured up in my mind, became one of actual loss, the houses being so badly-built. Even, if let, the rents were eaten up in constant repairs. They were difficult to sell, and if one could effect a sale, there was in most cases a considerable loss. I am pointing this out chiefly to my younger readers, for it is better to cut your first loss and be done with it, and it can be well understood we did not purchase these houses for the pleasure of the thing. It was either take over these houses or make a bad debt. It usually ended woefully as the latter.

In trading with these builders one had to put on a considerable profit and wait events. The failures were numerous. Those who, like myself, went amongst these folk day by day did well with them. I carried on successfully with these people for some few years. It was only on the advent of the newer firms, who were out for a large turnover, that prices began to be cut; then

it was not worth while, and they drove me out of this class of trade. I have seen so many of these newer firms, as I call them, coming to grief through their reckless trading.

In continuing this article, I should like to tell my readers of the positive mania there was years ago for speculative building, all classes entering the field. I will just enumerate the trades of a few that I readily remember, some of them retired men, sinking their fortunes in this mad enterprise. One of the largest operators, who built a great number of houses in Holloway, was a retired draper, a very eccentric man, always walking about in a velvet jacket. This man must have built hundreds of houses, both in the north and north-west of London. Eventually, however, he came to grief, and the firm of solicitors who had been financing him lost the greater part of their fortune. Of course, it was excellent business for solicitors so long as they did not over-reach themselves. Many of these builders in those days, finding themselves in difficulties, eventually migrated to Notting Hill, which was nicknamed "Rotten Hill" on account of so many defaulting ones finding refuge there.

I have a peculiar incident in my mind as I write. A firm of speculators got into low water, and did not even trouble to call a meeting of their creditors, but just disappeared, leaving most of the houses unfinished. Unfortunately, I was one of their creditors, and had given up hunting for them and hopes of ever seeing them again. One day I was walking through Angler's Lane, Kentish Town, which is a very narrow turning. I noticed a man driving a milkcart, whom I immediately recognised, coming towards me. He recognised me. I got him to stop. He smiled—I thought this was a real joke. I had a brief conversation with him, and found out he was now the proprietor of this milk busi-

ness. Of course, with many apologies he promised to pay my debt. I could not help chaffing him before wishing him good day: "Now, Jenkins (that was his name), which part of this horse and cart belongs to me?" I never set eyes on him again. My debt still remains unpaid.

At the time I refer to, a clergyman was building, largely at Notting Hill. I don't remember his fate; he was not my customer. I drew the line there. Another customer was a retired prizefighter, then a publican, who was successful, by building only a few houses at one time. In the early 'seventies, the favourite size for joists for smallish houses was $2\frac{1}{2} \times 6\frac{1}{2}$ in. dram battens. I don't suppose the newer generations have ever seen such a thing. They were all wane—just a pole cut down through the centre. The market price was about £6 per standard landed. Cheap dram flooring, also very waney, was what was usually used. I hope the dangers and pitfalls which surrounded those whose business was with these gentry may make present-day operators appreciate living in different times.

A. M. McVey

General Secretary, Timber Trade Federation of the United Kingdom

I knew this gentleman when he was quite a youth. He was then assistant to the secretary, the late C. E. Musgrave. My work with him, however, assumed a more intimate nature when he was acting as assistant secretary at the beginning of the war.

During the war, Mr. Musgrave had large responsibilities on his shoulders. When I became president in 1916, it was only on special occasions that I troubled him for advice. Mr. McVey was my right-hand man,

and well did he perform his task. I think I can honestly say that either he called upon me at my office, or I at his office, nearly every day of the week, on Federation business. Daily there were new problems to solve. However, I always found McVey equal to helping me. On more than one occasion he and I travelled to Hull, Grimsby and other places on behalf of the work we had on hand.

Our great difficulty was to bring the whole trade into line with reference to terms of credit. It was no easy task we set ourselves to perform. We were out for a four months' credit, which, I understand, is now universal. We interviewed many firms, besides calling several public meetings.

The credit then being given in some cases seems to-day utterly ridiculous. The fact was that each firm was afraid that the other would secure the business if they reduced their terms to their customers. There was no confidence then, and it must be better now.

I was very sorry to lose McVey's services when at last he had to join up. His successor for the time being was an exceedingly capable man, Hedley Miller.

It must be admitted, and I am sure Hedley Miller himself will agree, that he knew nothing at all about the timber business when his services were offered me by Musgrave, the then general secretary. He was certainly very willing to learn, and became an extremely useful assistant to me.

Hedley Miller has been connected with the home-grown trade as secretary ever since it began its separate existence, though continuing part and parcel of the Timber Trade Federation of the United Kingdom.

C. D. Phillips, who is now assistant general secretary, was just a youngster when I first knew him. He has since proved himself quite a capable man and is much liked.

I have a sincere respect for all three gentlemen I have named.

Haggis & Sons

I am particularly referring to this well-known firm of sawmillers because the founder was largely instrumental in bringing the London County Council into life.

It came about in this way. Up to 1888, except for the City Corporation, of which body I shall have much to say later, London was virtually governed by a number of vestries, and an important body known as the Metropolitan Board of Works. This body was composed of delegates sent to represent the vestries.

It must be admitted that in their day they did good work. Amongst their principal undertakings were the Metropolitan main drainage, the construction of such fine streets as Charing Cross Road, Shaftesbury Avenue, called after the Earl of Shaftesbury, the philanthropist, and Northumberland Avenue, called after the Duke of Northumberland, whose mansion they acquired, with the garden that reached right down to the Thames. I remember Northumberland House, as it was called, which was surmounted by a lion. I believe the very same bronze lion can now be seen at the Duke's house at, I believe, Isleworth.

Only one timber merchant that I can recollect was on the Metropolitan Board of Works, namely, the late John Lenanton, head of John Lenanton & Son, whose eldest son is the well-known W. R. Lenanton, of Foy, Morgan & Co., Ltd.

An agitation was got up that London should be governed by a much larger and more representative body. I remember two of the leaders were J. F. B. Firth, a barrister, and the late Mr. Haggis, whom I

have already mentioned. Earl Rosebery was the first chairman, and I am under the impression the two individuals named became deputy and vice-chairman respectively. Anyhow, I am sure Haggis became an alderman.

It was Mr. Ritchie, afterwards Lord Ritchie, who, as Home Secretary, wiped out the old Board of Works, and constituted the newer and more powerful body in its stead.

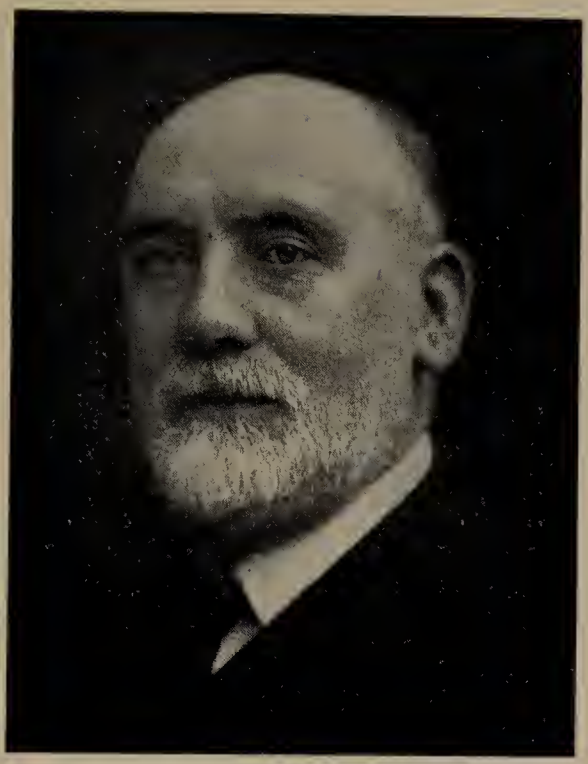
The vestries were, later on, also dissolved, and Borough Councils, with Mayors at their heads, came into existence.

The business of Haggis & Sons is now carried on by one of the surviving sons.

Daniel Norton & Sons

This firm had large sawmills and waterside premises. In the days of long ago a large trade was done in logs, shipped mostly from Memel and Danzig, and known here as German timber. The bulk of this class of stuff was first shipped at the then German ports, and the wood was actually Polish, though a little of it may have been of German origin. Nortons were large holders of this wood, and if one wanted a "stick or two," as it was called, Nortons were the people to go to.

I found out the use of this wood not many years ago in this way: The Germans were renowned the world over for their excellent pianofortes. I once actually saw, in a piano factory, one of the finest of these pianos being taken to pieces, and examined in connection with its wonderful tone. I noticed the back, the top and the ends were made of a different class of wood from what was usually used here for such purposes. The Germans glued up the various parts



WILLIAM MALLINSON, J.P.
(*See page* 197)

THE LATE JOHN B. LEE
(*See pages* 7 *and* 35)

THOMAS MABBS
(*See pages* 3 *and* 166)

[*Face page* 110

THE LATE ARTHUR C. MAY
Past President Timber Trades Benevolent Society
(*See pages* 42 *and* 43)

THE LATE THOMAS F. C. MAY
Past President Timber Trades Federation
(*See page* 42)

E. HOWARD MAY, J.P.
(*See page* 44)

A. J. R. MEREDITH
(*See page* 104)

Face page 111]

of their instruments, which no English maker would do, and the German wood contained plenty of knots, which was quite contrary to the ideas of English makers.

I got into communication with a large firm in Berlin, who had a considerable stock right on the Russian frontier. This wood they called "Kiefer," and they explained to me that they sold both German and Polish "Kiefer," the latter being far the better.

I was introducing this wood to the pianoforte trade just before the war, but English pianomakers are very conservative, and I found progress difficult. Since then they have returned to their old methods, which they will probably continue for all time to pursue.

These thoughts were suggested by recollections of the old days, when people like Nortons did a considerable trade in this class of timber, which now, I suppose, has become largely a thing of the past, pitch pine mostly taking its place.

Saml. Brownfield

Late Superintendent, Surrey Commercial Docks

When I came into the trade, J. Ross was the superintendent. I never met him. Brownfield I knew well, as I am sure most of us did, for many a time have we called in to see him at his office in the docks. Brownfield was a man of great personal attractiveness, tall, dignified and very pleasant. He certainly had a will of his own, which he showed occasionally if he was annoyed with one's line of action.

I can well remember calling upon him nearly daily when my firm had one or two of many boats lying up at Gravesend. As there was such a glut in the docks, and the quays were covered with goods, the stuff could

not be removed quickly enough. Brownfield told me it was my turn to have a ship into the docks, and that he had made arrangements to give her quay space in the Station Yard.

I thanked him, and, having made my way to the Station Yard, found the spot which he mentioned. I noticed a number of men at work, piling away to get the space clear. It seemed to me that it would take days to get clear the space, so I promised them £1 if they would hurry up, and so get my boat in. Brownfield heard of this. I do not remember whether I told him. Anyhow, there was nothing to be ashamed of, but he went for me. He told me I had no right to interfere with his men, and gave me to understand that he could not tolerate such conduct. Personally, I could not see what harm I had done. We were quite good friends afterwards.

A man named Thompson was Brownfield's assistant superintendent, and a real good fellow he was; most obliging at all times. We used to refer to Brownfield and his assistant as "The Sups," pronounced "The Soups." There was also Sidney, son of Samuel Brownfield, who held a high position in the docks. He was charming to everybody. One always knew when the board of directors were at the docks—it was in everybody's mouth. By all one heard, they did themselves very well on the usual visit of inspection. It is curious that the board, so far as the timber trade was concerned, consisted only of brokers and agents; they would never admit a merchant amongst their body.

J. W. Burton

I remember his father, John Burton, very clearly. He was always well dressed, as most men were in those

days, and always came into the Baltic Salerooms without removing his gloves, which were of a brilliant colour.

He then had offices, I believe I am right in saying, in Sherborne Lane, E.C. He was one of the big merchants, with a fine connection amongst builders and contractors. I have a vivid recollection that for years he always had a share of a well-known Björneborg stock.

"J. W.," at a very early age, used to accompany his father to the sales. I remember him well by the peculiar colour of his hair, which was nearly white. Later he was admitted a partner, and the firm traded as John Burton & Co.

I always understood that the other Burton in the firm was a cousin of "I. W."

I am told it was in 1870 that "J. W." entered his father's office. Many years later—I cannot give the date—he joined his firm with that of his relatives, the Gabriels, closed his offices and transferred his activities to the Gabriels' wharf, and then traded as Thos. Gabriel Sons & Burton. Later they joined forces with two other important firms, Wades, of Hull, and English Bros., of Wisbech, and traded as Gabriel, Wade and English, Ltd.

"J. W." was the first chairman of this huge concern, from which he retired in 1922. The chairman now is J. Livingstone Baynes, whose business as Baynes and Sherbourne was also taken over at the amalgamation above mentioned.

"J. W." has in his time played many parts. If I am not mistaken, he was, and probably still is, a director of that successful concern, the Debenture Corporation, Ltd.

In the world of charity he has several good deeds to his credit. First of all, he was President of our own Benevolent Society, and continued to attend its meetings

and do valuable work. I know he is particularly interested in several other charitable institutions, but I cannot call to mind the names. Burton also stands high in Freemasonry, being a Past Grand Deacon in Grand Lodge, having served the office of Grand Steward years ago.

Mr. Burton is undoubtedly a man with great charm. When on his legs he is in his element, being a good speaker, and having a carrying voice.

Alfred Dobell, Liverpool

One of the best, he is a highly respected, and deservedly so. A more charming man it would be difficult to find. He is always the same, with a firm shake of the hand, a pleasant smile and an honourable character.

I have known Alfred Dobell for many years. He was the brother of my old friend, R. R. Dobell, of Quebec and London.

I remember on one occasion travelling to Liverpool to represent our board at a smoking concert which the Liverpool trade were holding on behalf of the Timber Trades' Benevolent Society, with Alfred Dobell in the chair. I was right royally treated, but when we were ushered into the hall where the concert was to take place, my astonishment was considerable when, on looking over the programme, I found that smoking was not allowed until after nine o'clock, though the concert began at eight.

In due course I was called upon to say something on behalf of the object in view, namely, collecting funds. In opening my remarks, I mentioned that I had never been to a smoking concert where there was a given time to start smoking, as the usual custom was to go from the

banqueting room to the concert hall with a cigar in one's mouth. When the chairman got up to reply he stated the reason he had desired there should be no smoking until about half-way through the concert. He himself never smoked, and could not endure for two hours the atmosphere of tobacco; but he could tolerate it for one hour. We all had a very pleasant evening, thanks to our genial chairman.

Mr. Dobell must now be an octogenarian, and I am sure I am expressing everybody's wish in hoping he will be with us for many more years to come.

J. E. Harvey,
Duncan, Ewing & Co., Liverpool

I have not seen my friend Harvey for several years, though at one time we often came across each other.

I remember very well one occasion, in the early days of our Benevolent Society, when the Board asked for delegates to visit the several outports to explain the object of the organisation. I undertook Liverpool, and spent a whole week there. The first man I called on was Mr. Harvey. I was hardly given time to explain the purpose of my visit, when I was bombarded with specifications of various cargoes for sale. I told my friend I had not come to buy anything, and that mine was just a visit to pick his pocket. He behaved very generously, and in due time the amount was credited to the Society.

I must admit my visit to the "City on the Mersey" was not a success. Later the Liverpudlians took up the cause with fervour, and their enthusiasm has continued to the present day.

Louis Bamberger

John Sadd & Sons, Maldon, Essex

This firm is one of the oldest, if not the oldest, in the timber trade. They go back to about 200 years ago.

Mr. Sadd, whom I remember years ago, used to attend the auctions dressed in the garb of a real old English farmer. He was an exceedingly pleasant man, and one of the genuine old-time sort.

It is, however, of his son, John P. Sadd, J.P., that I have most to say.

The firm is now a limited liability company, and "J. P." is the chairman. It is a coincidence that the same letters as form his initials follow his name as an indication of one of his many qualifications, namely, Justice of the Peace. He was apprenticed to the then well-known firm of Wm. Adams & Son, Ltd., Gloucester. Our "J. P." has also been chairman of the Harbour Commissioners, and is at present chairman of the Maldon Chamber of Trade.

He has a wonderful record, and most of us know "J. P." as an exceedingly pleasant man.

C. S. Gordon Clark

There are few in the timber trade at home or abroad who are unaware of this outstanding representative of the wood industry. Mr. C. S. Gordon Clark may be described in a phrase as a man of parts and of much personal charm. I have a clear recollection of his first appearance in the firm of Churchill & Sim, that great firm of brokers and agents, where no doubt he was introduced by his brothers-in-law, the late Mr. Charles Neck and

Mr. C. T. F. Churchill, both of whom were partners in the concern.

Mr. Gordon Clark's family, I believe, were and are still associated with a large firm connected with the wine trade. Why he elected to devote his energies to wood instead of wine is to me a mystery; it may be he preferred "wine in the wood," but, as a mutual friend of many years' standing remarked, whatever Gordon Clark took up was sure of success, and his advent in the timber trade vindicated the statement. He has certainly made his mark in commerce, and is one of the most popular, straightforward, and respected followers of the industry with which he is immediately connected.

Much might be written concerning the pathway of progress of Mr. C. S. Gordon Clark, but, like many of his class, he is averse to appearing in the limelight. This much I may say without unduly stressing the point, that from the time he made his first appearance in the timber trade, his outstanding abilities were manifest. Soon after he joined the firm of Churchill & Sim he found his *métier* in the public sales, where his alert and decisive manner, coupled with his absolute integrity, marked him out as an ideal auctioneer.

There are no "frillings" about Mr. Gordon Clark. What he says he means, and his word is his bond. He makes up his mind quickly, and, his judgment being unerring, he has no difficulty in sticking to his guns.

During the several years I was connected with the Officers' Association, I approached him again and again for help in putting deserving men upon their feet, and he was always most willing with advice, going out of his way to do the good turn for others and never letting his kindly assistance to become known. Mr. Gordon Clark is a Past-Master of one of the first and best

of our ancient City Guilds, namely, the Merchant Taylors' Guild—and he has also held the office of High Sheriff for Surrey.

Goodman, Hughes & Co.

In my early days, Churchill & Sim were certainly the first to produce a catalogue of a considerable size for their auctions. Foy, Morgan & Co. followed later on with a good second, then Hodson, Mabbs & Co. came into the field with a good third, but Goodman, Hughes and Co.'s catalogues were nowhere. Mr. Goodman and Mr. Hughes had been in the employ of Prier Wotton and Co. Goodman's father, the late Josiah Goodman, was a very successful builder of houses in the East End of London. Hughes was a traveller for the firm mentioned. They conceived the idea of holding an auction in the City, the catalogue made up of small retail lots. They received very little support from the trade, and they soon dried up. What became of both of them I cannot remember. Anyhow, in their case there was nothing doing.

Cox, Long & Co., Ltd.

I remember when Yorke Long practically founded this now well-known firm. Mr. Long was with Messers, Ltd., London only for a short time. He certainly has made his mark.

The chairman of Cox, Long & Co., Ltd., Mr. Robert M. Cox, was a well-known Liverpool man, who concentrated most of his energies in the pine trade.

The firm of Robert M. Cox & Co., were leaders in this class of trade in the United Kingdom. For many years they and John Burstall & Co. divided the "Booth"

pine production on this side of the Atlantic, even as other English firms similarly devoted their attention to different cutters in the pine trade.

Edwards' productions, for instance, were for some years run by Watson & Todd, Ltd., of Liverpool. The well-known stock of Hamilton (Hawkesbury) was at one time in Price & Pierce's agency. The Three Rivers output, both pine and spruce was in the hands of R. R. Dobell & Co. Price Bros. & Co., the well-known shippers of Batisean and Saguenay Spruce, were represented by Price & Pierce. Many other stocks were handled by most of the agencies I have mentioned.

At one time the pine trade was in a very flourishing condition, and was of considerable importance. Then a glut of pine deals occurred on the London market, as the supply was greater than the demand. There were large sales by auction, and the catalogues were virtually full of the material.

At one of these auctions, fine wide "Michigans," a term not known for many years past, fetched about £20 per standard for first quality deals. A very heavy loss must have been made here. I well remember another cargo piled in the Station Yard, Surrey Commercial Docks. It was Miramichi pine, unsorted; inferior stuff. I feel sure I am correct in saying that it lay there for some years, until the wood was quite black, and it was eventually sold at a great loss to the importer.

At the time of the great Ottawa fire, such large quantities of timber were consumed that the stock for "first-open-water" was lamentably small. Prices went up, and they have been going up ever since. Since then the trade has been receding more and more each year, until to-day the shipments are almost infinitesimal, and consumers have discovered other woods as substitutes.

Louis Bamberger

I suppose certain trades still use small quantities of this timber. For pattern-making there is still nothing to beat it.

I met the late Robert M. Cox only once, and well I remember the occasion There was a failure in the London trade, and Cox, Long & Co., Ltd., and many more of us were large creditors. Mr. Cox came to the meeting of creditors, full of indignation, and in a few words told the debtor what he thought of him. I had never met him before, and never saw him again.

I have always thought what a waste of time it is attending meetings of creditors! One enters full of wrath against the debtor, and calling him all sorts of unpleasant names. The meeting is usually adjourned. Those that have most to say never appear again, and so matters are allowed to drift. In my long career, I have been a creditor against many estates. Yet I have seldom attended the meeting of creditors, except when I felt I might be able to give some information of assistance to either the debtor or creditors.

Mr. Yorke Long soon proved himself a very able man. He guided the fortunes of his concern so that it developed not only large dealings in Canadian timber, but also a big business in the White Sea and other districts.

G. F. Neame & Co.

I never knew the founder of this old firm, trading under the name and style of G. F. Neame & Co., Ltd. I knew Lawrence and George Neame very well. The former took an active interest in our Benevolent Society, and became president for a time. The latter I never met at trade functions. I do not believe he had time for such frivolities; he was too much absorbed in solving

problems of how to divide up his many specifications of various stocks he had for disposal, so that each buyer should have his proportion of the unsaleable sizes which no one wanted, and over which, usually after much wrangling, there had to be a compromise. Arthur Bonnin was for quite a time with this firm as their principal representative, and later he became a partner. I remember Mr. Bonnin leaving them and starting as Arthur Bonnin and Co., but what has become of him I do not know. Anyhow, he was a very pleasant man. There are still Vincent and Lionel Neame in the concern, in addition to the other directors.

David Joseph

He was a Welshman, principal and confidential clerk to the late Prier Wotton, of whom I have already written much. It was in 1874 I became acquainted with him, when I was doing a fair amount of business with his firm. I always found him a most pleasant man to do business with. He was kind-hearted and a good friend. His eccentricity was that, go where he liked in the City, he could never find the tea made strong enough for him. I believe I can claim that, knowing his afternoon tea hour, I accompanied him to most of the places where one could get a cup of tea; they were few and far between then, with no Lyons' and A B C shops as now. I have a recollection that Joseph at last found a haven of refuge and got the tea to his liking. This was in one of Crowley's Alton Ale Houses in King William Street, where they made it strong enough for him. After the Wotton failure, Joseph went down to a seaside place—I forget where—and started building houses. I have not seen or heard of him for years.

Louis Bamberger

A. H. Croot, Secretary
Taylor & Low Bros., Ltd., Bristol

It was not originally my intention to refer to Mr. A. H. Croot at this early stage of *My Memories*, for on the principle of keeping the "tit-bits" to the last I wanted later on to mention my impressions of this gentleman, whom I may at once describe as quite an "ancient landmark" of the Bristol timber trade. A circumstance has, however, arisen which to my mind justifies a departure from the normal course of events, and which precludes me from further deferring my reference to him.

A few days ago I received from Mr. Croot an invitation which speaks for itself: "Celebrating my completion of forty years with the firm, may I request the pleasure of your company at dinner on Friday, June 7th, The Full Moon Hotel, North Strand.

This is certainly unique, as never in my long career have I known an employee to invite the heads of his firm, together with all his colleagues, to celebrate an occasion of the kind mentioned; it is usually the other way about, the employer inviting the employee and his fellow-employees. It speaks volumes for the good feeling that exists between "capital and labour" in the firm of Taylor & Low Bros., Ltd., when a representative of the company after the service of almost a lifetime thus calls together his friends and neighbours to rejoice with him on attaining a milestone in his long and useful career. Needless to say I have gladly accepted the invitation.

A word concerning the antecedents of this remarkable man may not here be out of place.

Mr. Croot has been with the firm of Taylor & Low Bros. since 1889, to which, forty years ago, he was apprenticed with indentures. This was, I understand,

the system with country firms, though unknown amongst London concerns.

When H. Beadel Low sold the business, Croot elected at once to continue, so his service has been without a break. A fine class of man, honourable and loyal to a degree, he did good service in this country during the Great War.

For over twenty years, Mr. Croot has been honorary treasurer to the Bristol City and Marine Ambulance Corps, and his valuable work on its behalf is widely recognised. His activities in football and cricket circles in Bristol are also well known.

F. W. Openshaw, Director
Taylor & Low Bros., Ltd.

I must mention Mr. Openshaw, as he also is a faithful, loyal and honourable member of this firm. He joined the concern in 1892, and left in August, 1908, to better himself with Thos. Gabriel & Sons, of Exeter. However, directly the late H. Beadel Low sold us the business, Openshaw returned to his old love. A short time ago, when the business was converted into a private limited liability company, he was offered a seat on the board, which he at once cheerfully accepted.

Mr. Openshaw is an instance of an apprentice who became a director. He has a very charming disposition, and liked wherever he goes. He enlisted during the war, and did good work.

C. J. Morgan

Although I have referred to this gentleman in my remarks concerning the good work he did whilst Chair-

man for many years of the Federated Merchant Freighters' Association, I do not feel that the mention does justice to other good work he has done in a long lifetime.

When I first knew "C. J.," as I must call him, he was quite a young man. He had just joined the late Mr. W. L. T. Foy in founding the then new firm of Foy, Morgan & Co. This must be fifty or more years ago.

"C. J." was never what one would call a real live broker. His partner was the salesman. "C. J." became the financial partner, and right well he must have done his work to make the firm one of the leading concerns in the timber trade. I do not believe "C. J." ever sold a cargo in his life. Anyhow, he never sold me one.

When Foy, Morgan & Co. started a hardwood department, "C. J." took over its control, and this section certainly became a fine asset, together with the other huge developments of the concern.

I have never seen "C. J." wield the hammer in the rostrum. He usually sat next to the auctioneer, and it was quite a recognised part of the day's proceedings to hear him and Mr. Foy having a quiet little banter between themselves.

In private life "C. J." is quite a good musician, and plays the organ well. Another hobby of his is yachting, for which, I believe, he lived for years at Erith.

It is always a great pleasure to meet Mr. Morgan, who has such a cheery and hearty greeting for his many friends. Although I had not seen him for some years, when I met him recently I found him the same kind-hearted man he ever was.

Memories of Timber Trade

Sir John Fleming, LL.D., M.P., Aberdeen

I always understood this gentleman was a colleague of the late Alexander Farquharson, and that they were fellow clerks with a Scottish firm. It may have been Kirklands, of Dundee, as I know Mr. Farquharson was with them for some time.

I made his acquaintance when he was elected on the Council of the Timber Trade Federation. He occasionally came to our meetings, and was elected President in succession to his friend, Alex. Farquharson, but served only one year.

I saw a good deal of Sir John during the war. He was a member of the same club as I was, and, of course, during Parliamentary sittings, he used to spend most of his days in London. The Federation had many meetings during the war. He generally attended, and his voice was usually heard with good result.

He was knighted when he was Lord Provost of Aberdeen.

Sir John was one of that rare type of men who find pleasure in studying the wants of others, in his case the younger representatives of the "Granite City," whose educational aspirations were always the open door to his interest and influence. A fitting recognition of his popularity amongst the Scottish community was the conferring upon him of the degree of LL.D., a distinction of which he was justly proud. A scholar, but not less a successful business man, Sir John was a happy combination of the law and the "profits." His son, Colonel Fleming, worthily maintains the best traditions of the fine old firm which, founded as far back as 1877, is now known as John Fleming & Co., Ltd.

Louis Bamberger

John Gallatly

When his firm traded as Gallatly & Ferry, I knew of its existence in the trade, but my business lay in other directions. They were large agents for mostly Finnish goods, which then did not interest me, and I did not come into contact with them.

I believe it was when Mr. Gallatly commenced to take a more active interest in the affairs of the Federation that I began to know him better.

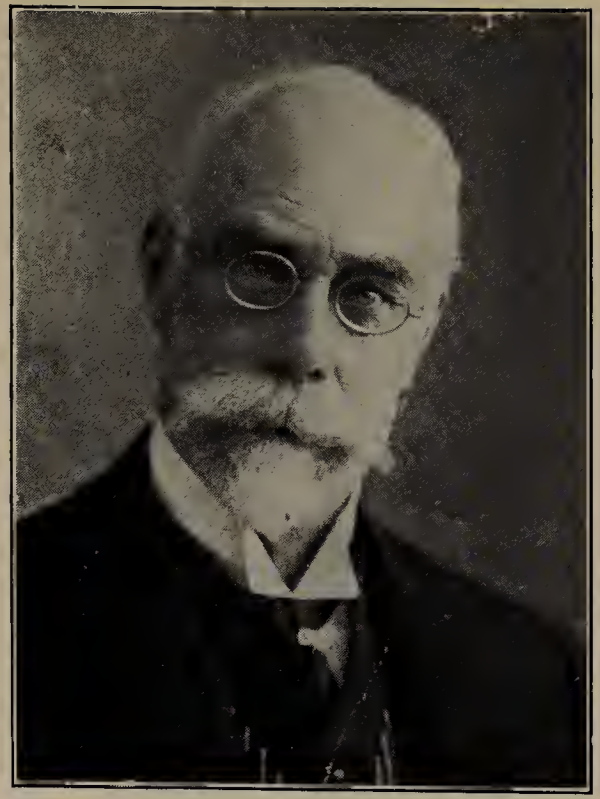
I was present at the meeting when Mr. Gallatly (I am not sure if he was then the reigning president) expounded that great scheme for Workmen's Compensation Insurance, which is now well known as the Timber & General Mutual Accident Insurance Association, Ltd., and which has proved a great success. It was started under the auspices of the Timber Trade Federation, of which he was president from 1914 to 1916, and for which he did excellent work.

Mr. Gallatly, who has long since passed the allotted span of life, is still hale and hearty, and such is his vigour that he would give points to many who are not half his age. That he may long so remain is my sincere wish.

Lt.-Col. Ernest O. Tagart

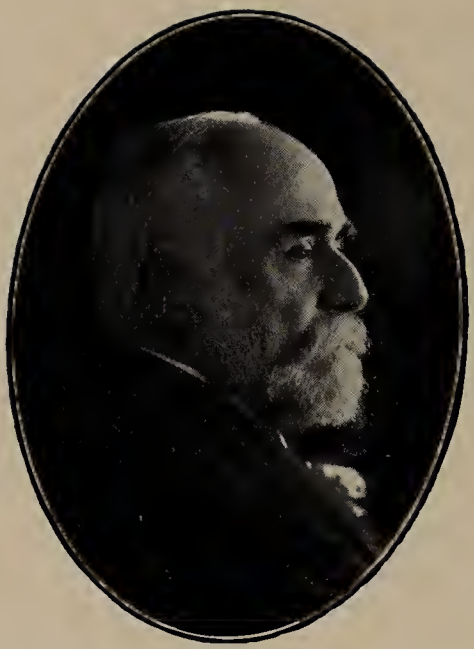
It was Colonel Tagart's grandfather who was head of the famous firm of long ago, Tagart, Boyson & Slee, who were large operators in the timber trade. It is many years since Mr. Tagart, senior, retired from the firm, and went to live outside Bristol, where he died much respected.

The late Mr. Tagart's partners, Messrs. Boyson and Slee, carried on for years as agents, etc., and



THE LATE C. J. MORGAN
Past Chairman Federated Merchant
Freighters' Association
(*See pages* 12, 42, 123)

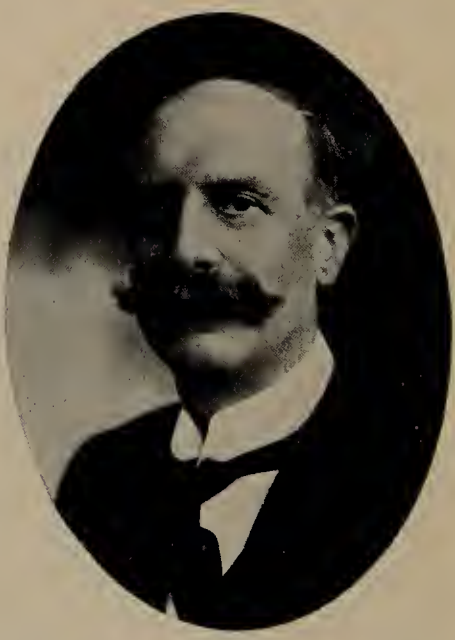
MONTAGUE L. MEYER
(*See page* 72)



The Late David J. Morgan, J.P., M.P.
Past President Timber Trades Benevolent Society
(*See pages* 12, 39, 45, 101)

The Late Lawrence H. Neame
Past President Timber Trades Benevolent Society
(*See page* 120)

The Late Fred Nicholson
(*See pages* 15, 36, 61)



The Late H. G. Nutman
Past President Timber Trades Benevolent Society
(*See page* 93)

the firm is still in existence in the city. Colonel Tagart joined the Beaton concern, and carried on for years as Tagart, Beaton & Co., which firm is still going strong. He has, however, severed his connections with Tagart, Beaton and Co., and joined the well-known wood agency firm of Martin Olsson, Sons and Tagart.

I became well acquainted with Colonel Tagart when he frequently visited Bristol, probably to see his grandfather, with usually his stock book tucked in his pocket. A nice order for floorings was what he was after, and I doubt if he ever left the port disappointed. His charm of manner and powerful persuasiveness carried him through.

I believe I am correct in saying that the Great War saw both the Colonel and his son fighting in France. His is a splendid career, and all honour is due to both of them.

E. W. H. Beaton

Personally, I never had a transaction with this very worthy gentleman, but my firm's ramifications are now greater than they were in my day, and I trust that has been rectified.

I have known Mr. Beaton for a long time, and have a great regard for him.

For some years he has taken an active interest in the affairs of the Federated Merchant Freighters' Association, of which he is a valued director, and also in the doings of the Timber Trade Benevolent Society, of which at the moment he is President. It may not be generally known that Mr. Beaton is an excellent amateur cricketer and a vice-president of the Hampstead Cricket Club, which has turned out some of the finest cricketers. He is also an enthusiastic tennis

player, and his genial personality makes it a pleasure to meet him.

Harding & Vick

The names of Mr. Harding and Mr. Vick are, in the timber trade, names to conjure with. Both are delightful men to meet, and it is hard to say which has the greater charm.

I have known then both for many years; they came from May & Hassell. Mr. Vick is a Bristolian, and I presume Mr. Harding is also. Anyhow, he comes from the West.

When they left May & Hassell, they opened or bought a timber yard in the South of London, a retail concern. Their activities were, however, great, and their ambition led them to join the band of "Brassplaters" in the City, amongst whom they are still numbered as Harding & Vick, Ltd.

My friend Harding retired as a partner a short time ago, but I believe that, notwithstanding the fact, he continues to represent his old firm on the road, and is as keen as ever on selling 20-standard lots.

Mr. R. I. Vick has joined his father as a director of the company, and he has certainly inherited his father's charm of manner. He volunteered early in the war, and served most of the time in India. I am given to understand that, with another man, he lives as a bachelor in one of the little old-world houses in Kensington.

The senior director, Mr. R. B. Vick, is Chairman of the Timber Trade Technical Education Committee.

Memories of Timber Trade

Wyatt & Bennett

What a contrast existed between Mr. Wyatt and Mr. Bennett. The senior partner was so very quiet, reserved and shy that the other seemed quite boisterous.

I first knew Mr. Wyatt when he was clerk to George Waterall, a broker. Mr. Waterall later took him into partnership and traded as Waterall & Wyatt. It was undoubtedly the latter's energy and integrity that raised this firm to the importance they attained.

Mr. Wyatt was a man of great gifts, and was liked by everybody. He was exceedingly painstaking on any business left to his care, and did his utmost to bring seller and buyer together.

After Mr. Waterall's retirement, Mr. Wyatt took into partnership his former clerk, Mr. Bennett, who was also a hard worker and a good fellow. With regret I heard of his death a few days ago. Mr. Wyatt, who was much respected, died several years back at a good old age.

The firm is carried on by Mr. M. F. Upton, one of the comparatively younger members of the trade, who was brought up in the concern of which he is now the head.

William Pharaoh

I remember Mr. Pharaoh a good many years ago. His uncle, I believe, was in a considerable way of business in the East End as a sawmiller for the trade, and William Pharaoh was at one time with him. The advent of Mr. William Pharaoh into the American lumber trade is still fresh in my memory. He died quite a young man.

Since then the business has developed into a big concern, and to-day as Pharaoh, Gane & Co., Ltd., it is well known for the agency of hardwoods, softwoods and plywood.

H. Stringfield

"Harry," as he is everywhere known, not so long ago retired from the well-known firm of Burt, Boulton and Haywood, Ltd., where he had been timber buyer for quite a long time.

I remember Harry Stringfield, first of all, when he was with Raffety, Thornton & Co., Ltd. He used to attend the sales for them when Albert Raffety, one of the directors, was not available. He is a very cheery soul to meet, always the same, full of good humour, and ready to "tell the tale" in his inimitable fashion.

Wm. Overton

This takes me back to the days of Christopher Mouncey, days of long ago, when the subject of my remarks was his clerk. Later on, Mouncey took Mr. Overton into partnership, and the firm became Mouncey and Overton.

On the death of Mr. Mouncey, Wm. Overton went on his own. He developed a business that was then practically new, and which consisted chiefly of offering the goods of one merchant to another, and he acted as the medium for the sale of many a parcel at a 1 per cent. brokerage.

Mr. Overton, so far as I can remember, was the pioneer of this class of business. He conducted it on quite a large scale, and became very successful as a bro-

ker. Mr. F. H. Searle was his clerk, and became in due time his partner; and the firm was then known as Overton & Searle. This firm helped with credit many of the numerous newer firms.

A firm starting business would go to Overton and Searle, and lay all their cards on the table, and in return, the latter would work hard to get them into credit. The general confidence in Overton & Searle was such that their advice was taken unquestioningly as to the amount of credit that should be allowed to newcomers. They were seldom out in their reckoning, and several of the firms they assisted in this way were in due course numbered amongst the largest operators in the London trade. It is certain that to Overton & Searle the cordial thanks of more than one powerful concern are due.

Wm. Overton, I believe, is now out of business but is still with us, hale and hearty, and long may he continue so. He certainly played well his part in the London trade.

F. H. Searle

I have already mentioned Fred. Searle briefly in connection with Wm. Overton.

Mr. Searle was a particularly pleasant man, and after leaving Overton he started as F. H. Searle & Co., developing, I believe, a considerable business as an agent as well as a broker.

His great hobby, outside of his business, was undoubtedly Freemasonry. He was particularly well up in the ritual, and acted as Preceptor to several Lodges. In due course he was honoured by receiving his collar as a member of the Grand Lodge.

On the consecration of "Arbor" Lodge he was appointed Secretary, an office he held right up to his

death, which occurred a short time ago, to the regret of his many friends.

Alex. L. Howard, D.L., J.P.

This gentleman is now the senior in W. W. Howard Bros. & Co., his elder brother having died a few years ago, and his younger brother, Ernest, having retired, I believe, at the end of the Great War, to pursue his favourite interest, music, on which he is an authority. I am not quite sure whether it is the violin or the viola at which he is an adept.

"Alex," as I will call him, has certainly made his mark. To my mind he is without doubt one of the greatest experts in hardwoods in this country. Of Indian woods, outside teak, which has been a favourite wood here for many years past, he has introduced many lovely specimens.

I met him casually one day during the Wembley Exhibition, near his wonderful show of various pieces of furniture, pianofortes, and many other articles, all made from some of the most beautiful of the Indian timbers. He was the representative for the Indian Government.

He very kindly gave me a good deal of his valuable time that afternoon, explaining everything to me, and then handing me over to one of his sons to finish the inspection, as he had an engagement.

I well remember the last article his son showed me was a ship's cabin. His son remarked that there was a cupboard in this cabin, and that he intended I should have a drink with him. But, alas, the key of that cupboard could not be found. I have always been under the impression that his father had taken it away with him in case of trouble, so there was nothing doing.

I have always found Alex Howard an exceedingly pleasant man, and I have known him now many years. I shall have occasion to mention his name again when I refer to Wm. Oliver & Sons.

Charles E. Gane, J.P.

He was born in Bristol, and was apprenticed to the firm of Bancroft, Harris & Co., of Bristol, where he served for several years. He then started on his own account in Bristol, with a branch in Cardiff as a timber merchant, as Charles Gane. After a few years' successful trading, he relinquished the merchant side for the agency by joining the then well-known London firm of Sampson, Kinnell & Co., which became known as Sampson, Kinnell & Gane.

I well remember Gane calling upon me in Bristol with an agency he had obtained in the White Sea trade. It was a very successful experiment. The war upset him, as it did many other agents, particularly because, I believe, his business was mostly with Russia.

Gane is a most pleasant man to meet. He has undoubtedly made his mark. Otherwise he would never have obtained the blue riband of the timber trade, viz., the distinction of being president of the Timber Trade Federation of the United Kingdom. I hear from all sides that in this capacity he did excellent service.

J. J. & S. W. Chalk

I was very sorry to hear of the death of Mr. Seymour James Chalk. I well remember his father, who was a regular attendant at the auctions. Mr. S. W. Chalk was of a very quiet disposition, most reserved but

extremely courteous. I remember his son, who has just died, being brought along to the saleroom, accompanied by his father, and he was a fine upstanding lad.

The firm of J. J. & S. W. Chalk did a considerable business in timber. I purchased for years the whole of the output of the then "Breakeys" 2-inch 1st spruce, and quite a goodly portion of that purchase was resold to Messrs. Chalk. I never quite knew how they disposed of such a large quantity of the size mentioned. I was under the impression, however, that a portion of it was devoted to oar making.

From what I learn through *Timber and Plywood* and by inquiry, it would appear that Mr. Chalk's lamented death occurred shortly after he had returned from a walk in Epping Forest.

Mr. Chalk—who was sixty-five years of age—was a senior partner in the well-known firm of J. J. & S. W. Chalk, Commercial Road East, and was one of the oldest members of the H.A.C. He held a commission during the Great War in the Territorials, and did good work in drilling Special Constables, stationed at Chelsea Police Station.

The deceased gentleman was also an active member of the Stoke Newington Conservative Association, and a popular member of the congregation of St. Olave's Church, Woodberry Down, Finsbury Park.

Always a strong adherent of the Conservative cause, Mr. Chalk managed, despite the many calls made upon his time, to attend to his manifold duties as Vice-President of the Junior Imperial League at Kenton, near Harrow, while he was, in addition, a member of the Primrose League. In the sports side, as well as the social side, of life, he was not found wanting, for he was a "strong" member of the Bethune Bowling Club.

As was but natural for a man of such courtesy and magnetic personality, he gathered around him numerous friends, to whom his premature death came as a profound shock.

W. Goff,
Messers, Ltd.

I remember this gentleman coming up from Reading, which was then his firm's headquarters, and opening up its London offices in Gracechurch Street.

I believe Mr. Goff was at one time a clerk with the firm of which he is now the head. I never knew anything of the Messer family.

A peculiarity about Mr. Goff is that I have never seen him attend any of the auction sales. Perhaps being of a timid nature, he was afraid to run the gauntlet of the numerous agents and others who were there to intercept one on entering the room.

Goff, with his able lieutenant, Neville Long, now in business on his own account for some years, undoubtedly built up a large business, which is still going strong.

Mr. Goff I always found a very pleasant man, but it is some years since we last met.

"Called to the Bar"

At Foy's sales in the Cannon Street Hotel, there was a bar fitted up outside the room for the convenience of those who felt somewhat dry, either before or after the auction, first, to prepare one for the terrible ordeal of sitting inside sometimes for hours, and subsequently to moisten the throat after the exertion it had been put to.

Louis Bamberger

"CIDER!"

I don't know what my good friend, Gilligan, the editor of *Timber and Plywood*, would have done in those days, as he always calls for "Cider." I cannot remember the throats of the timber trade being moistened with such a poor liquid. They were strong men and required good "nourishment."

WM. A. BAYLEY,
MANAGER, THOS. GABRIEL & SONS, EXETER.

It is well said there is nothing new under the sun. I recently referred to a forthcoming social at Bristol as unique in the annals of the trade, the occasion being the celebration of Mr. A. H. Croot of his fortieth anniversary in the service of Taylor & Low Bros., Ltd., when he will number amongst his guests the heads of that company.

I had no idea that this truly remarkable instance of fidelity and fraternity on the part of employee and employers respectively had a counterpart. Yet such is the case, for my old friend, Mr. Bayley, of Exeter, writes to say that some time ago (1926) he held a precisely similar celebration, when he called together his friends and neighbours, including his old "Bosses," and they made merry and rejoiced on the auspicious occasion, as my friend Croot is about to do.

Bayley is a right good fellow, and I am delighted to learn from his breezy and cheery letter that he is still going strong.

Now for a brief account of Mr. Bayley's connection with Gabriel's, with whom he has been for fifty-three

years. His late father retired after a long managership in 1901, and our friend was then appointed manager.

It was in 1926, as I have already mentioned, that he invited his old "Bosses" with all his old colleagues of the London office, to dine with him at a West End restaurant. The firm made him a presentation of a handsome silver salver. The brothers Gabriel, in addition to the firm's presentation, gave him a silver cigarette case, and he received other gifts from both the London and Exeter employees, the last named of whom he also entertained at Exeter. His is a splendid record and one to be proud of.

I remember Bayley very well indeed. When the Western Counties Association was formed, he was one of the regular attendants.

I can only say, in conclusion, it has given me real pleasure to place these few details on record, and it is my sincere hope that Mr. Bayley may continue to serve his firm with the best of good health for many years to come.

Dolton, Bournes & Dolton.

I remember the advent of this firm into the trade. The two Doltons were quite youngsters, and Bournes, who was much their senior, came, I understood, from the firm of George Guy & Co., or Guy, Stewart & Co. I believe they were one firm, and large importers in their day of Lower Port spruce.

The Doltons must have found a good tutor in their partner to have blossomed into a large firm, with not only extensive business in London and suburbs, but with also large stocks in Southampton and a considerable business in the West of England.

Their original yard here was close to the Surrey

Commercial Docks. When the Docks Company required additional premises for their extension, they were bought out.

For many years Dolton, Bournes & Dolton have been located in their present extensive premises at New Cross. I have always heard them well spoken of and know them to be quite charming men.

A Good "Schollar"

Mr. W. H. Schollar was for many years with Churchill and Sim, and was well known to every member of the London trade. In the old days, Mr. Schollar was the principal clerk to the firm at their auctions, always sitting in front of the auctioneer, and occasionally filling in the gap on his left, if that position was vacant.

If one of the firm's cargoes, that had been consigned to them to sell, were up for sale, and if some of the lots in their opinion fetched reasonable prices, Schollar was at once on his feet, with his pen in his hand, following up the buyer, whoever he might be, with the offer of "Star Lots."

This proceeding gave the show away, as the buyer would come to the conclusion that the firm must have more of the size in their hands. So plans were laid, and buyers decided, "We'll just wait for their next auction in the hope of getting the goods cheaper!" The chances were that the manœuvre was successful.

I believe that, in conjunction with the Admiralty, Schollar did good work for his firm during the war.

Rose, Smith & Co.

I believe Messrs. Rose and Smith started in business under the name and style of Rose, Smith & Co., when

the fine old firm of Peter Rolt & Co., with whom they were associated, gave up and retired.

They had a yard in Rotherhithe, adjoining the Surrey Commercial Docks, where they carried on for a number of years, but eventually they went out of business.

Rose & Smith must have done a considerable amount of business in their time. Rose was very much liked. He was very pleasant and spent a good deal of his time in the City. Smith I knew well, although he was not seen so often in the City as his partner.

The last I heard of Rose was some years ago, when he was with B. G. Elliott. Smith, I believe, started a firm in the City, which is still in existence.

Major A. I. Harris
Louis Bamberger & Sons

I read with great interest the masterly speech made by this comparatively young man on his induction to the chair of the Association of Timber Importers of the United Kingdom.

I must admit I was not quite *au fait* with the aims of this newly-formed body, but after reading the chairman's speech, in which they were explained in a clear and masterly manner, I was indeed gratified that this reserved man was "coming out of his shell," and that we shall hear more in future from him. That in him another of "my boys," as I must call them, was making good was a great gratification to me.

"Archie" came into my office direct from school. His parents were friends of mine. He began at the bottom, as a junior clerk, and after a time he became one of our "Knights of the Road." He soon proved himself a man of grit, and just before the war I gave

him a share in the business. Now, with my two sons, I understand he is a full partner.

To his great credit, "Archie" enlisted the very first day of the war, and in due time became a Major.

W. E. Bruce
J. H. Bruce & Co.

It was with deep regret I heard of the death of this well-known broker. It was only a very short time ago I had quite a long letter from him, which speaks for itself. I have pleasure in here giving a copy of it.

"April 16, 1929.

"Dear Mr. Bamberger,—I look forward to *Timber* every week to see your interesting records of the past days. They are quite refreshing. I was specially interested in 'Old Touchy,' now gone to his reward, for he was not a bad sort at heart. He was an official (or Deacon) at Highbury Quadrant Congregational Church. By the way, I believe Winterton was with C. Besant & Son, of Chatham (not Crundalls).

"I am always glad to do business with your firm, as I receive such kindly treatment. I am glad your sons are carrying out the traditions of their father. I often wish I was as good a man as my father, John Henry Bruce. He was traveller for Alexander Gordon & Co. (now Gordon, Watts & Co.) till 1875, when he started as agent on his own.

"Kind regards.

"Yours truly,

"W. E. Bruce."

I always found W. E. Bruce perfectly straightforward, a man of great perseverance, and one who took

great pains to bring buyer and seller together. He died much too young.

Thos. B. Blow, F.L.S.

I ran against this old friend of mine the other day. It must be close on forty years since I saw him last, and to the present members of the trade he is practically unknown. I formerly supplied him with Quebec pine deals for improved moveable bar frame hives; and from humble beginnings, with two or three assistants, he built up one of the largest, if not the largest, amongst bee-hive industries in this country.

Early in life Mr. Blow developed a taste for natural history, especially botany, and he has written and lectured extensively on bees. He has travelled nearly the world over. One of his journeys was to Italy, Austria, and thence to Cyprus and Syria, and he returned with nearly one hundred stocks of improved races of bees.

He is a Fellow of the Linnean Society, one of his proposers having been that great naturalist, the late Sir John Lubbock.

In the early 'nineties, Mr. Blow sold his extensive business here, so that he could pursue his favourite study—botany. He lived in Japan for many years, and wrote a report on the prospects of that country becoming a honey-producing centre. He was also adviser to the Government of Tunis on bee culture.

In 1924, he was in Madagascar investigating the relation between a group of water plants that he had long studied (the Charophyta) and malaria. The result was published by the Linnean Society.

During the war he did good work in France, and received the distinction of the Legion of Honour, with the rank of Chevalier. He has also other distinctions,

and has written several books. Altogether he is a remarkable and charming personality.

T. W. Hopton

This well-known man was senior of the firm of Hopton & Sons, bent timber merchants, of London. Theirs was a large concern, which, of course, had an extensive connection amongst coach builders.

I knew Hopton many years ago, when we were brother officers in the old 20th Middlesex Rifle Volunteers. I met him again when the Timber Trade Federation was founded. He was a regular attendant, and was, I believe, chairman for many years of the Home Grown Section.

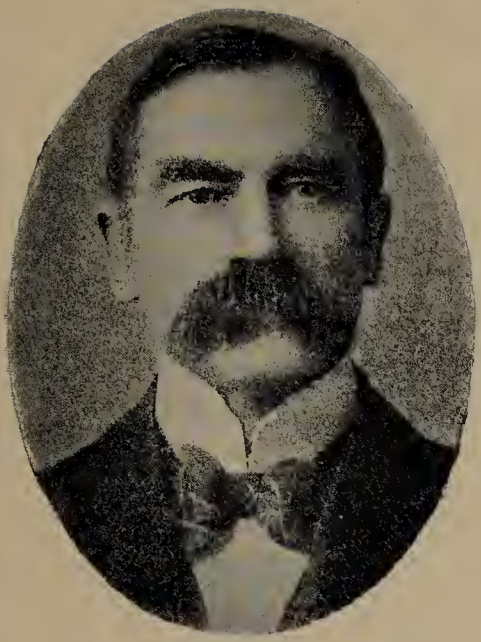
He was a very charming man. Tall, with a long beard, and was quite a good debater, with a pleasant voice, which was frequently heard, for his mind was so alert that when the occasion arose he was up on his legs at once.

R. F. Springall, J.P.

Mr. R. F. Springall, J.P., took an active interest in the Timber Trade Federation from its inception. He was an English timber merchant, now usually called "Home Grown," and was generally heard in debate when there came before the meeting a subject in which he could help with his advice. In due course he became the Vice-President, and later he filled the position of president with distinction.

He was a very friendly man and well liked.

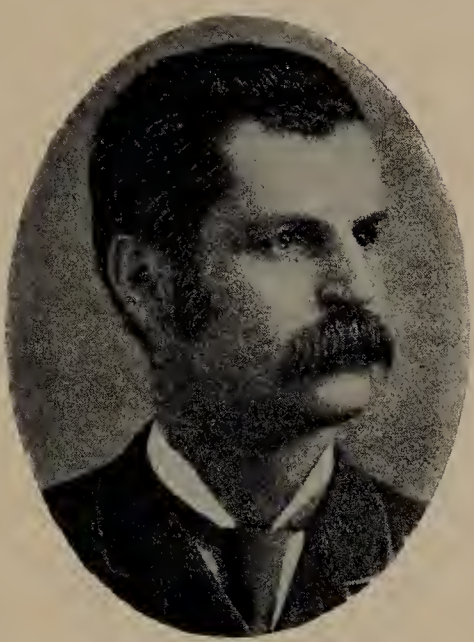
Putting an English timber merchant in the chair in those early days was certainly an experiment, and it has proved successful.



THE LATE F. H. PALFREMAN
(*See page* 44)

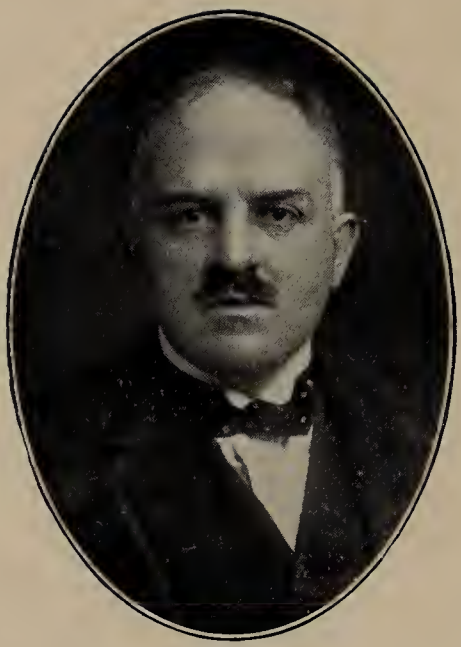
W. M. PEARCE
(*See page* 46)

WALTER C. POTTER
Chairman of the Staffs Committee Timber Trade Benevolent Society

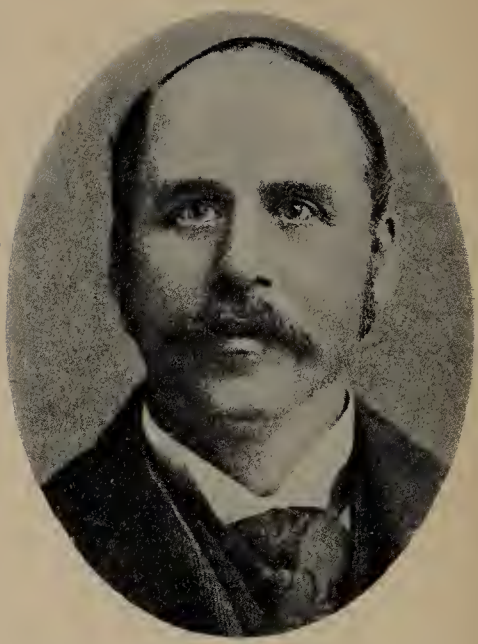


THE LATE H. W. POWIS
(*See page* 29)

[*Face page* 142



Sir Keith W. Price, K.B.E.
Past President Timber Trades
Benevolent Society
(*See page* 20)



The Late Albert V. Raffety
(*See pages* 31 *and* 130)

William Rayner
(*See page* 211)

John P. Sadd, J.P.
(*See page* 116)

Face page 143]

Memories of Timber Trade

Esdaile & Co.

This fine old firm of sawmillers to the trade, with large waterside premises off the City Road, was a large and successful concern for many years. I forget the name of the man who attended the sales. He developed quite a considerable timber merchant's business, which, I believe, was not a success. It is impossible to run with the hare and hunt with the hounds. Later this business was conducted with fair success as sawmillers only, by a syndicate, the late Chas. Lavy being chairman and the late T. G. Sharpe one of the directors.

I shall later have something to say of the former, who was a remarkable man.

I knew Margrave Esdaile well. I believe he was the last of his family in the trade. He was a very genial, pleasant man.

This is another old landmark gone. The new order of things killed it.

Our Daily "Meet"

During the war, it was my daily custom to have luncheon at the Palmerston Restaurant, in Old Broad Street, where were generally to be found several members of the trade, amongst them being Alexander Farquharson, Beverley Morgan, F. Ofverberg, Treuenfels, W. R. Lenanton, Walter Foy, and others whom I cannot now remember.

Treuenfels, then a partner with Tagart, Beaton and Co., was always to the front with some scheme to fill one's pockets with gold, which, so far as I am concerned, never came to anything.

Louis Bamberger

Poor old Treuenfels lost his only son in the war—a fine class of young man, and one whom we all admired.

Day by day old Ofverberg had his cigar case filled by the lady who presided over "The Cigar Cabinet," or stall. Ofverberg would hand her his cigar case without a word, as she knew exactly his wants.

Beverley Morgan, who was then the only partner left in London of Morgan, Gellibrand & Co., was, in addition, a farmer in Kent, where he lived. Potatoes were at one time exceedingly scarce, and one of my grandchildren was positively clamouring for this article of food. Beverley, I understood, had a fair quantity, and on my telling him of the trouble, he at once kindly sent quite a fair quantity to the relief and gratification of the importunate juvenile.

An old friend, who was often one of our party, was very fond of butter. The allowance by the authorities was one small pat each. It was really wonderful to see how eager he was to secure a second. However, with all his smiles to the waitress, he failed to get the extra piece, as she was splendidly true to her duty.

Veneers

At one time, many years ago, it was my desire to get in touch with this branch of the wood industry. My large connection with the pianoforte trade, the representatives of which were heavy buyers of veneers, suggested to me that it might be a valuable addition to my business.

I shall here say something of veneers, describing where the wood comes from, and other details. First of all, the woods I have in mind were known as walnut and rosewood. Most of the cases for piano work con-

sisted of veneers made of these woods. Walnut was at the time particularly fashionable. I should say that fully eighty per cent. was made of this wood. Rosewood came next, and also some piano cases were made with solid mahogany and oak. Walnut came from Circassia, and was cut from the root of the tree, shipped to Havre, and then consigned to Paris, there to be sawn into veneer. This trade was then principally in the hands of the French people. I can remember only two sawmills in London that had plant for dealing with this class of material. These were Esdaile & Co., Wharf Road, City Road, who are now non-existent, and John Wright & Sons, who are still flourishing.

The walnut tree roots are steamed into a pulp and then sawn with a large knife. The peculiarity of this wood is that when one examines the leaves, as they are called, one finds that practically every leaf is full of holes. These perforations, in the hands of the pianoforte maker, are skilfully filled in, and it would take a pretty good expert to find the filling in. What I am describing refers principally to that lovely figure which we all so much admired in days gone by.

Plank Wood

For the sides of the pianoforte another kind of walnut would be used, which was called "plank wood" —quite sound from top to bottom. I am not quite sure whether this plank wood was cut from the same tree as the figured material, or whether it was obtained from the Italian walnut, so well known.

To enter this business, it was first of all necessary for me to travel to Paris, and a friend who knew the ropes offered to accompany me. We duly arrived at the manufacturer's place. He was waiting for us, and

had a large parcel ready for our inspection. We were taken into a darkish room, the windows being painted a yellow colour, so as to bring out the figure on the leaves more accurately. There was a pail handy with a sponge, which was used to wet the leaves so as to show up their beauty. The leaves were laid on the floor in parcels, so many leaves to each parcel. Many parcels are required to make up what they call a "stock," but despite this they must be sold as a whole, good and bad together; then the bargaining began.

The Parisian "Tone"

The French usually ask about twice as much as they are willing to take. We were asked one franc per leaf all over. Nothing doing that day, we returned the next day, and found the price was a trifle lower, and so on it went for quite a week, day by day getting nearer, but never reaching an agreement as to price.

Eventually I got tired of the chaffering and returned home, nothing having been done, except to gain a great experience of this section of the wood trade. I resolved to leave the veneer trade to those who had plenty of patience. I was afterwards told it generally takes quite a fortnight to get to a satisfactory deal. I came to the conclusion that I could use my time more profitably on this side of the water.

The Corporation of London

It may well be asked what connection can this old and honoured Corporation have with the wood trade? My explanation will fully elucidate my reason for mentioning it.

Memories of Timber Trade

There must have been many fires in timber yards and other centres of the wood industry to have moved the London County Council to formulate certain severe measures, which would have largely abolished from London proper all timber yards, sawmills, and similar businesses. A strong opposition to the proposals at once arose from most trades.

I may say that for years there had been established, particularly in the East End of London, numerous so-called timber yards, which were not fit for the storage of wood. The custom was, and, I suppose, still is, to take a shop, remove the front, and by including a small yard at the back of the house, turn the premises into a "timber yard."

I maintain it is not easy to set fire to boards or deals stacked one upon the other. In the case of sawmills, the risk is much greater, as the sawdust creates danger.

Now, in 1905, the London County Council lodged a Bill in Parliament, called the London Building Acts (Amendment) Bill. Part 7 related to special and temporary buildings of wooden structures. Part 8 concerned means of escape in case of fire, and provisions for reducing risk of fire in buildings. By agreement with the City Corporation, they withdrew all parts of the Bill with the exception of Part 8.

The intended move of the London County Council was hotly contested by the City Corporation. Meetings were called in each of the City Wards. Of these there are twenty-six, with an Alderman at the head of each, and over two hundred elected Councillors, to govern the one square mile. This may seem a large number of men for so apparently small a task. On closer examination, however, the number is not so formidable as it looks. There are so many committees, and the ramifications of the Corporation are so vast,

that each member has to serve on three or four or even more committees.

I attended the Wardmote held in my Ward, Bishopsgate, and was disgusted to find that, although we had fourteen representatives, I noticed only one of that number present. I realised that here was a very important matter, and not a member of our trade represented us on that large body. I felt that our trade should have at least one or more representatives on the Council. This was my reason for becoming a candidate at the next annual election, which was on the 22nd December.

The idea of representation for the timber trade, I must admit, was originally conceived by Mr. Edgar B. Lee a short time before, but he failed to get elected. I was taking no risks for my campaign, for we were determined to win, and win we did. There were eighteen candidates for fourteen vacancies, and I came out well on top.

The whole of my staff threw themselves heart and soul into the struggle, and so I succeeded.

Before proceeding with my narrative, I may mention that one of the sitting members was sent to interview me to ask me not to stand, as they did not wish the expense of fighting an election. He said that if I stood aside until there was a vacancy, they all would support me then. This had no effect on me. I said I was going on with the election, and on we went, notwithstanding their threat that I should be beaten.

My first business in the Council was a motion that the date of election, December 22nd, should be altered to some more convenient time of the year. They would not hear of a change. That had been the date for many years, and the desire was that so it should remain, and it has continued unaltered until now.

In the old days, electors mostly lived in their Wards, and could easily come away from their business for a short time to vote. To-day, most City people live in the country, and on the 22nd of December of each year, many are already away on their Christmas holidays.

Another motion I introduced was that the time of the meeting of the Council should be altered from one o'clock to either twelve or two. This also was rejected. Calling a meeting to commence just at the hour for luncheon was, to my mind, ridiculous. Still, they would not agree to alter the arrangement, and as it has been it continues to be. The list for the names of members entering the Council Chamber is open from 1 to 1.30, so one can understand a rush for a time. Directly their names are down, which signifies they have put in an appearance, many adjourn to the lunch-room.

The City Corporation is certainly a most Conservative body. They abhor changes, and usually set their faces against them. They are a perfectly honourable body, well managed, and do their work most conscientiously.

One particular rule, which is strenuously carried out, and rightly so, enacts that no member of the Council shall directly or indirectly supply any goods, or participate in any profits from goods supplied to the Corporation. On the coming of the King and Queen as guests of the Corporation after their Coronation, we agreed to put up a wooden structure to seat a great number of visitors in the Guildhall yard. Now, I was on that Committee, and helped to make the arrangements, besides saving money by making out the specifications for wood, giving sizes and quality on which the builders based their tenders. A large quantity of wood was used. Neither I, however, nor

anyone connected with my firm, was allowed to supply a pennyworth of material, although the successful tenderer might be a customer of mine.

During my membership of the Council, when the Corporation was building a huge concern, it was discovered that one of the members, and a distinguished one at that, was, through his firm, which was a limited company, supplying certain materials. He resigned.

For the benefit of those who do not know, I shall explain briefly some of the doings of this very old institution. The Corporation of London is the mother of all municipal institutions, with the added distinction that it is practically the market authority for meat, poultry and fish, etc., for the whole of the Metropolis, as it owns the Central Meat Market, Smithfield, for provisions; Leadenhall Market, for poultry, etc.; Billingsgate Market, for fish; the Cattle Market, Islington; and Spitalfields Market, lately acquired for greenstuff of all kinds. The last-named is for the East Enders of London, while Covent Garden and the Boro' Markets, which do not belong to the Corporation, are for the West End and Southerners. The Corporation has also acquired in the past such places as Epping Forest, etc.

These various interests are managed by different Committees, such as the City Lands Committee, which looks after the many properties of the Corporation; the Coal and Corn and Finance Committee, which dates back to the time when a duty was placed on coal and corn coming into the City; the Bridge House Estates Committee, which is mainly responsible for the building and upkeep of all bridges within its district, the money for which was left by citizens of bygone days for the exclusive purpose of building bridges within the City, and therefore cannot be used for building outside that area; the Public Health Department,

managed by the Streets Committee; the Improvements Committee. There are also the County Purposes Committee; the Markets Committee; and the Music Committee, which has the care of the Guildhall School of Music.

It is greatly to the credit of the Corporation and testifies to their far-sightedness, that part of their large income should have been devoted to providing a cheap and excellent school of music, which benefits the whole of the population of London. This School has a very high reputation, and ranks *pari passu* with other large institutes of its kind.

There is also the School Committee, which looks after the City of London School on the Embankment—an establishment which has a very fine reputation. It was the first school which the late H. H. Asquith, afterwards Prime Minister of England and Earl of Oxford, attended, and where, I believe, he obtained a scholarship, which sent him to Oxford University.

There is also the Epping Forest Committee, in addition to many others.

These Committees all do wonderful work. There are usually sub-Committees, which meet at about twelve noon, and adjourning for luncheon about one, resume work about two o'clock. All luncheons are provided free, with wines, cigars and other accessories. To the annual luncheon, or dinner, every member is invited, and a presentation is made to the outgoing chairman, who in most cases is elected for one year only.

Every Committee is worked on similar lines. The money is found, not at the expense of the ratepayers, but out of what is known as "The City's Cash," which represents some of the proceeds of large estates. The magistrates who administer justice at the Mansion House and Guildhall Police Courts are all Aldermen of the City.

Louis Bamberger

The twenty-six Aldermen are all elected by the respective ratepayers of each Ward. The position of Lord Mayor is conferred in order of seniority, not by the ratepayers, as most people believe, but by what are known as "The Livery," who meet in the Guildhall once a year for the purpose.

An Alderman cannot possibly succeed as Lord Mayor unless he has previously served the office of Sheriff, which is in the gift of "The Livery" only, and the ratepayers have no say regarding it. As there are, I believe, some 8,000 or more Liverymen scattered over the face of the globe, the position of Sheriff is rather difficult to secure. The Liverymen are all members of one or other of the old City Guilds, which number, I believe, over eighty.

I have endeavoured, I hope not unsuccessfully, to interest you in this old institution of the Corporation of London, concerning which so few people seem to know anything. I have met many who have never been to the Guildhall, and who even asked me where it is.

E. W. Richardson

Mr. E. W. Richardson compiled a number of equation tables, which were very useful in timber merchants' offices. I don't know if they are still in use. Probably a more modern, up-to-date system is now in existence. If I remember rightly, he travelled for several firms in his day. Anyhow, the last time I met him, he told me he was then in the employ of Pearson & Son, the large contractors, who were then building the extension to the Admiralty Pier, Dover, and he was just starting for them for Australia to buy a large quantity of—I believe he said—blue gum for their pile-driving. I never met him afterwards.

Memories of Timber Trade

Ward Layle, J.P. (English Bros.), Wisbech

I well remember Ward Layle used to be a pretty regular attendant at the Federation meetings. At one time he was Vice-President, but nothing could induce him to accept the President's chair. He was a telling speaker, somewhat loud in voice, though effective. I feel sure he must have been fond of speaking, as he was so frequently on his legs. He was a pleasant personality.

E. G. FitzGerald

I remember Mr. E. G. FitzGerald very well. He was originally in the English timber trade, and later on he dabbled a good deal in the imported material. He was very pleasant, and always greeted one with a smile. Mr. FitzGerald did a considerable amount of business at one time. In the coldest of weather he never apparently wore an overcoat, and he told me he kept himself warm by using heavy fur-lined gloves.

"A Master Key"

The firm of W. Key & Son did a considerable business in the English timber trade and imported stuff. Their wharf was at Berkhampstead, and the head of the concern lived in a very humble way in premises adjoining his sawmills. I always understood Mr. Key was an old bachelor. His firm must have been an old-established one, for Mr. Key himself was a pretty elderly man when I made his acquaintance. He was well known and respected amongst piano-makers, whom he served with excellent beech wrest planks. One of the old school, he worthily conserved the traditions of his calling.

Louis Bamberger

Wm. Oliver & Sons.

This is an old-established and excellent firm.

I remember one of the Olivers used regularly to attend the old Baltic salerooms. He was of small stature, and had a very kindly face. No one could avoid noticing his evident good nature. There was another Oliver, quite the reverse in stature, a rather tall man. What relation he was to the other I do not know.

Oliver was certainly a name to conjure with in my early days. They were, and probably still are, very large holders of the best of hardwoods.

I remember well when they and W. W. Howard Bros. & Co.'s hardwood department amalgamated, and floated their combined businesses for public subscription. The reason, I believe, that it did not succeed was that they asked for a premium on their shares. The public do not like this, as, if there is already a premium, the chance of a gamble loses much of its attraction. They returned the money that had been subscribed, and each firm again went on independently.

I believe that the Olivers and the Snewins, then of Back Hill, Hatton Gardens, were related.

Off the Map

My earliest recollection of men in the retail trade is of Mr. William Ozanne, Hornsey Street, Holloway Road, whose premises were afterwards a well-known builder's yard. Another recollection of mine is Mr. William Messiter, Marylebone, whose place is no longer in existence.

When I first knew Mr. J. J. Michael, he was a partner in the business of Atkinson & Michael, who were im-

porters of joinery in Wharf Road, City Road, E.C. They dissolved partnership, and Mr. Michael purchased Richard Rose's timber yard in Portobello Road, Notting Hill. The business was afterwards carried on by his foreman, whose name was Saunders.

Mr. George Chivers' yard was in High Road, Kilburn. He did a considerable volume of business amongst speculating builders. This yard has been closed for some years.

Amongst others whom I remember is William Hicklin and Sons, Newington Green Road, N. Hicklin had two sons, the elder of whom became quite a well-to-do land speculator, and he must have made a considerable sum of money. The business was carried on for a short time by the younger brother, but it is now "off the map."

Clear Burch

The firm of Clear Burch comes prominently before my mind. This concern had a large timber yard in Somers Town, and conducted a most successful business. I remember Clear Burch well. He was a little man, and up to the time of his death lived in an exceedingly humble way. In his later years he took Francis Mayer into partnership. They opened a very large yard, which was well shedded, at the corner of Great College Street, Camden Town. The previous occupant of that yard was a concern that called itself The British Timber Co., Ltd. Burch & Mayer continued in partnership for some time, and after the dissolution of their partnership, Mayer took a yard adjoining, and carried on for many years as F. Mayer & Co., with the assistance of his son Alfred. I knew Francis Mayer very well indeed. He was a thoroughly honourable, upright man, and his word was his bond. I believe

that in his day he was one of the best judges of mahogany logs.

Referring to The British Timber Co., Ltd., the manager of this concern was John Lawrence. He was originally timber buyer to the firm of Henry Brooks and Co., the pianoforte key and action makers, of Lyme Street, Camden Town. After his retirement from The British Timber Co., Ltd., he started with four of his sons as John Lawrence & Sons. They had a little mill in Hawley Road, Kentish Town, and later they took the wharf now occupied by B. G. Elliot, in Chalk Farm Road. The Lawrence firm is now extinct.

Log Rolling

Many names which I recall to mind in the East End of the City have disappeared, such as George Tappin, E. A. Cameron, Jack Cameron and many others. These were all large pine buyers. George Tappin, in particular, had an extensive business, mostly in pine, with a sprinkling of mahogany logs, which was the usual custom. Canadian pine was then in the zenith of its glory, and every timber yard, particularly in the East of London, was flooded with it. To-day the position is different, and Canadian pine is comparatively unknown. Pine was then a leading material for the manufacture of furniture, especially bedroom suites, most of which, in the fashion of the time, were painted white or other colours.

A Pioneer of Logs

This leads me to later years, which saw the advent of American cut boards into this country. H. Herrmann,

of Limehouse, was undoubtedly the pioneer of the import of converted logs, and he shipped them to this and other countries. Previous to that, a big business was done in all log stuff. The importation of American walnut, whitewood and oak in logs was carried on to a large extent. Herrman conceived the idea of having the logs cut as felled, thereby saving freight and dead weight in their transmission from source to destination. Herrmann's peculiar rule was to trust no one who bought his material, and to insist on cash down. He later found that this was a mistaken policy, and had to come into line and give credit. He converted largely, not only in black walnut, but also in American whitewood, known in the United States as poplar. This brought a good many imitators into the field. Colonel Cobbett followed suit, and he built up a large connection for various American hardwoods. Herrmann's business is still in existence, and the name is well and worthily perpetuated in H. Herrmann, Ltd., furniture manufacturers, 7 Dodd Street, Limehouse, E.

More Disappearances

Before the advent of such manufactured wood into this country, there were not sufficient sawmills about London to convert the necessary quantity of logs into boards, and sometimes one had to wait for weeks for one's logs to be converted. At that time the principal sawmillers, particularly for pine and hardwoods, were Esdaile & Co., Wenlock Road, City Road; Willmott, Bow Bridge Sawmills; and George Smith & Co., who had large premises at Pimlico. The firms of Esdaile and Co. and George Smith & Co. have both ceased to exist.

Louis Bamberger

An Old-time Custom

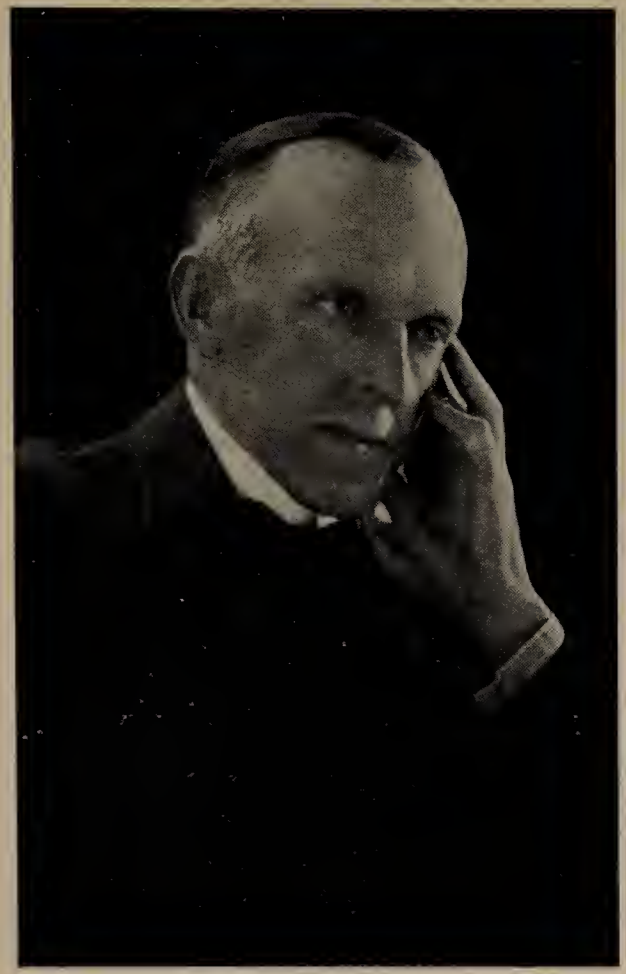
In my early days the principal mill-owners converting one's ordinary timber into boards were Bartram, Thomas & Prout, Belvedere Road, Lambeth. They had quite a large concern, and ran their business day and night. As there was then very little imported flooring, the custom was to go to the mills to have the work done when one wanted flooring prepared. As a result, congestion was common in the several sawmills, and one had to take delivery as and when the opportunity offered. Another fairly large mill was that of Horner & Ross, in the New Kent Road.

In connection with the East End timber business I remember William and Sam Locks, whose father founded the firm. Their name, Locks, is worthily perpetuated by their cousin, Mr. Edward Locks Latham, one of the principals of the well-known concern of James Latham, Ltd., Curtain Road, E.C., and ex-President of the Timber Trade Federation of the United Kingdom. Mr. Locks, senior, was a notable figure in the trade, and did a substantial business in hardwoods. After his death his son, Sam, carried on the wharf, and the brother, William, became a "brass-plater," operating from his house and trading mostly in mahogany logs.

Fashion in Furniture

James Austin, of East Road, City Road, was also a celebrity of his time, noted principally for cutting logs of hardwoods and pine deals.

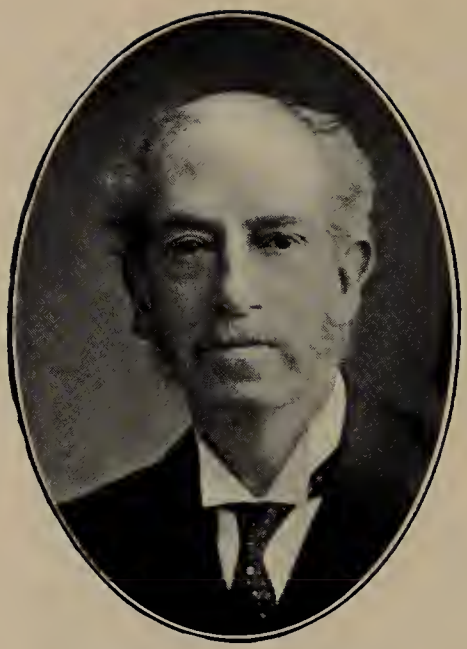
In those days the pine bedroom suites and the old-



THE LATE E. MORLEY MAY
(*See pages* 44 *and* 86)

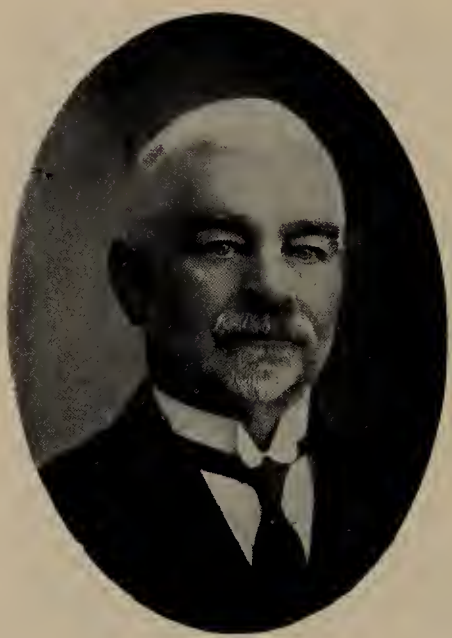
GEORGE H. LINDSEY-RENTON
Past President Timber Trades Benevolent Society and Past President of the Timber Trades Federation
(*See pages* 42, 50, 52, 56)

[*Face page* 158



THE LATE T. G. SHARPE
Past President Timber Trades
Benevolent Society
(*See pages* 9 *and* 143)

THE LATE J. A. SPENCER
(*See page* 201)



CHARLES SQUIRES
(*See page* 11)

J. DOUGLAS STEWART
(*See page* 187)

fashioned massive mahogany suites held universal sway. The old-style bedsteads were four-posters of heavy mahogany, very different from the modern iron bedsteads. Later black walnut became fashionable, and furniture made of this was often beautifully finished with Austrian ash.

Richard Scully, Gee Street, Goswell Road, was a well-known manufacturer of backboards for pictures, which he made of pine. Mr. Scully was in a very large way of business.

In my earliest days oak staves were in great request, particularly 6 ft. 3 in. by 6 in. Those were largely bought by most of the timber yards, particularly in the East End, where they were cut down into boards for furniture-making. The staves came from Danzig and Memel, and Fowlers were important importers of them. The staves in most popular demand were crown Memel.

Canadian basswood was largely used for making pianoforte keys. Formerly, pianoforte keys were made from the wood of the English lime tree, which, however, was a very wasteful material.

Mr. John Burton (no relation to the Burton of Gabriel, Wade & English) was located somewhere near Old Street, and had a considerable business in the East End of London.

I remember the firm of Brown & Kruse, Poplar, very well. Odell Brown, who was the head, was, I believe, originally a builder's foreman. He developed a large business with extensive works, with machinery, joinery mostly. One of Prier Wotton's protégés, he went down when Prier Wotton & Co. failed. The business was then bought by Blythe & Pascoe, who were mostly ship's joiners, and it was carried on by Mr. Pascoe until his death.

Louis Bamberger

Blythe & Pascoe

They were a large firm, and were entrusted at the time of the South African War with the contract for fitting up ships with horse boxes for the troops that were being despatched in a great hurry to fill up gaps on the other side. They urgently required mostly 2 in. stuff, and they practically cleared the market of the lengths they required, mostly short ones. Quality did not matter, they bought even first quality spruce—so long as they got what they wanted.

A Desiccating Plant

R. Pace & Sons, a well-known firm of match-makers in the East End of London, were eventually absorbed into Bryant & May. Coombes, of the Lady Lake Grove, Mile End, were also in a rather large way of doing, and I believe they were the first to install desiccating works on their premises. They did a considerable amount of this work for other firms. On the death of Mr. Coombe, his foreman carried on, and he in turn was succeeded by Mr. Stephings, who was book-keeper with the old firm. He took his son into partnership and still later on was followed by a man named Byers, trading as Stephings, Son & Byers. The last-named came from the firm of Farquharson Bros. & Co., where he was one of their travellers. Unfortunately, his development was too fast, and during the war the concern ceased to exist.

Memories of Timber Trade

Smith & McGaw

In my youth the firm of Smith & McGaw did a big business as manufacturers of doors and mouldings. They were a very large firm. They made excellent goods and achieved a great reputation. On their dissolution, Jonas Smith & Co. continued at Belvedere Road, Lambeth, and Mr. McGaw went elsewhere. Jonas Smith had a son, Tom Smith, whom we all knew. He continued the business for a time, but the firm has now ceased to exist. The advent of imported doors—a thing not known in my youth—undoubtedly crippled most of these home manufacturers and sent some out of business. McGaw's still continue to flourish, and are doing a fine business.

The Right Hon. Capt. Wedgwood Benn, M.P.
The Right Hon. George Lansbury, M.P.

Both of these men are, or were, connected with our trade. Before dwelling on the first of the two, I should like to refer to his father, the late Mr. J. Williams Benn, who, I believe, was at one time connected with a cabinet industry; then as the founder and proprietor of a trade paper known as *The Cabinet-Maker*, and now that his son is a "Cabinet" Minister is a most appropriate sequence—all connected with cabinet-making. The father I well remember as being a very prominent member of the London County Council, and after a time its Chairman. He succeeded in getting into Parliament, and therefore became an M.P., eventually obtaining a Baronetcy. A most remarkable man.

I should say that his paper, *The Cabinet-Maker*, was a success from its inception, and it is now undoubtedly

a most valuable property. His eldest son is Sir Ernest Benn, Bart., head of the firm of publishers, Benn Bros., Ltd., of Fleet Street, E.C. Wedgwood Benn, his brother, in due time became a member of Parliament, and in the Asquith régime was appointed a Junior Lord of the Treasury, which meant his becoming "Whip" for his party. This leads me to state how I became acquainted with him. He wrote me a letter, many years ago, asking me to call and see him at Downing Street. Now, I had never been to Downing Street. in my life, and hardly knew how to find it. Anyhow, I kept the appointment made, and was duly received by him in a largish room and most cordially welcomed. On my asking what was the purport of my visit, he informed me that they had several vacancies for seats in Parliament and invited me to contest one of them. My reply was first of all a request to tell me why he had sent for one with whom he was unacquainted. His reply was: "Your name is quite well known to me, and we should be glad if you would accept my proposal." The interview ended by my refusal to comply with his invitation. I felt I was too old, the job being for a much younger man, and what with my business activities, I could not give the necessary time required. I had later on one or more letters from him, all very charming communications.

Before proceeding with the second name on my list, I well remember, years ago, a Mr. Roe, the head of a large firm of timber merchants of Derby, being chosen as one of the two members of Parliament for his division. Roe became later on Sir Thomas Roe, and eventually, I believe, ended his career in the House of Lords. Now I come to George Lansbury, who is one of the most remarkable men of his time. Whether we agree with him in all his methods during the last few years, we must admit there is plenty of grit in him,

for he certainly has got there. Mr. Lansbury was at one time associated with a well-known firm of veneer cutters, Isaac Brine, Ltd., the principal of whom was his father-in-law, so he is certainly no stranger to our trade. Without influence or "log-rolling" and by sheer personality he has obtained one of the highest distinctions that can be conferred on any man in Great Britain, that of being the First Commissioner of Works, and holding Cabinet rank in the new Government of this country.

In the course of time he has succeeded in making his mark and, like many others of his type of mind, will leave behind him for the benefit of the community what he has gained by his life-long activities, thus exemplifying the truth of Longfellow's "Psalm of Life":—

"Lives of great men all remind us
We may make our lives sublime,
And, departing, leave behind us
Footprints in the sands of time."

Mr. Lansbury is that class of man who usually bequeaths something useful to posterity. I could mention the names of several who in their day were regarded as agitators, or so-called "reformers," and whose names to-day are amongst the most honoured of the community. George Lansbury will, I trust, be equally well remembered.

Waring & Gillow, Ltd.

When I was quite a lad, when one heard of really good furniture, Gillow was the name identified with it. I remember Gillow's warehouse, then in the upper

part of Oxford Street, near Selfridge's. From outside it looked quite an old-fashioned place.

Waring's was a Lancashire firm, also with a very high reputation. These two firms amalgamated as Waring & Gillow, and became a limited liability company, as above.

I am mentioning this firm because I remember their factory, now at Hammersmith, was previously in the occupation of an eminent firm of pianoforte makers named Kirkman & Son, who, I believe, built it. This concern gave up business many years ago, and the right to make pianos with the name of Kirkman & Son is vested in another eminent firm, Collard & Collard, who purchased it.

It may not be generally known that another piano factory, built by the late Charles Cadby when he was bought out of Liquorpond Street, Gray's Inn Road, by the then Metropolitan Board of Works for street improvements, is now in the possession of that eminent firm of caterers, J. Lyons & Co., Ltd., and known as Cadby Hall, Kensington.

Maple & Co., Ltd.

I remember old John Maple, who was the founder of this fine firm many years ago. In those days it was his custom to arrive early in the morning at his premises, which even then were large, but not so extensive as they now are.

Maple had a son, Blundell, afterwards Sir Blundell Maple, Bart, who became an M.P. I believe it was for Dulwich constituency he was Conservative member. He had a daughter who became the Baroness von Eckhardstein.

The two Regnarts—I believe they were brothers—certainly helped to make this firm famous. I knew

one of them, Horace, who later was knighted, becoming Sir Horace Regnart, J.P. Horace was well known to our trade. Maple's opened a timber yard in Euston Road, where, as well as at various sawmills, they kept a considerable stock of hardwoods and pine deals.

I understand the firm have now relinquished this yard, and buy only for their own factory purposes.

H. M. Taylor (Churchill & Sim)

This, formerly, well-known trade representative joined the firm of Churchill & Sim in 1883 as traveller, and was admitted partner in 1899. He was a man of much geniality of disposition, which made him a welcome guest wherever he went. He travelled extensively in Sweden and Russia to promote his firm's interests, and his untimely death in the hunting field in the year 1908 caused profound regret in all wood circles.

E. C. Horton, O.B.E.

This gentleman is President of the Federated Home Grown Timber Merchants' Association.

It was in 1919 that this wing of the Timber Trade Federation was formed. Previously there was what was known as the British Timber Section. Mr. E. C. Horton became its first President. Year by year he has been re-elected to the same office, which he still holds. It speaks highly for his great ability that the members have thought fit so long to retain his services for the organisation.

This year he has also been elected Vice-President of the Timber Trade Federation, and in due course he will doubtless be the President.

Louis Bamberger

Mr. Horton has always taken an active interest in other affairs connected with the trade. One meets him regularly at the Council meetings of the Timber Trades' Benevolent Society, where his advice is much respected. He is a wonderful man.

"Tommy" Mabbs

I cannot continue *My Memories* without referring to this well-known personality. In his own reminiscences, "Tommy" has already told us so much of his own history, from the time he started in the timber trade to the outbreak of the war, that I shall write of him only as he appears to me.

It is a real treat to witness Mabbs' arrival at one of our regular Benevolent meetings, with a fine "Partagas" in his mouth, full of smiles; bowing courteously, like an Old Bailey counsel, first to the chair, as representing the judge, and then to the members, portraying the jury, and finally settling down to business, to the unalloyed satisfaction of himself and his colleagues.

Now let me tell those who are not subscribers, and they are many, that their individual cases are thoroughly scrutinised by my friend in particular. Woe be to him who cannot spare about 2½d. per week, just the price of a few "Woodbines" for this charity! Mabbs is after him, and rightly so, I consider, for I quite agree with him. It is a short-sighted policy on the part of the uninsured, as I shall call them, because the difference in the treatment doled out to the subscriber and the non-subscriber is great. He is now our great "watch-dog," and nothing escapes his eagle eye. He is one of the most regular of attenders.

"Tommy" has certainly made his mark in the trade.

Otherwise he would not have been appointed by the Scandinavian shippers to represent their interests on this side. He is a power in the arbitration world, and altogether is a remarkable man.

An Old-Time Custom
"Paying One's Footing"

A builder friend of mine, who was very successful in his building operations, bought the then "Royal Music Hall" in Holborn, previously known as Weston's, and he carried it on very satisfactorily for a period.

Then came the company promoting boom. He was induced to part with his successful business, and to turn it into a limited liability concern. John Hollingshead, who became chairman, was well known as having been for many years the proprietor of the Gaiety Theatre, in the Strand. My friend undertook to rebuild the Royal, in the new company of which he was one of the directors. I was given the agreeable job of supplying the timber required.

I had supplied the flooring for the stage, which was of quite considerable dimensions, and I called in there one day to see if this flooring had been laid. However, I found not only the flooring laid, but a considerable number of people on it, initiating it, as I must call it, and having a good time themselves. Of course, my friend was there, and seeing me enter, he at once shouted "Here he comes! This is the man who supplied the flooring. Now we will call upon him to pay his 'footing'".

This meant, first of all, an introduction to innumerable dry souls. The gathering comprised mostly music-hall artistes, who, unlike my good friend the

editor of *Timber and Plywood*, were no enthusiasts for cyder. They required something more enlivening, so I had to pay for champagne all round. Of course, it cost me a few pounds! This proceeding was then known as paying your "footing."

On another occasion, I had to seek a customer of mine who was doing some repair work on the Alhambra Theatre stage. Here again I was called upon to pay my "footing"; but the difference was that my guests this time were all working men, and not music-hall artistes. Beer was their drink, and not champagne, a contrast in more ways than one.

In those days, if one went with a friend into a public-house to have a drink, and knew the proprietor behind the bar, the latter would generally push himself forward to join one's circle. The custom was that he never once offered to pay for anything, and, to finish off, we had "just one more for the good of the House." Moreover, he took care that his drinks were all profit, as his "poison" was usually a drop of "gin," which came out of a bottle labelled "gin," but filled with plain water.

Edward Locks Latham

I well remember this gentleman's father. He was familiarly known as "Jimmy" Latham, a large dealer in hardwoods and pine deals, which in his day played a prominent part in the trade. I did not know Mr. E. Locks Latham well until he became President of the Timber Trade Federation of the United Kingdom. I never attended any of the meetings over which he presided, but I have been told from many quarters of the marvellous grip he had acquired over the entire work of the Federation, much of which must have been

quite unfamiliar to him at the commencement of his presidency. His remarkable ability surprised the members, but he has undoubtedly gained their respect and earned their thanks. He was an excellent President and a jolly good fellow, and may at all times be relied upon to come "up to the scratch." His sons, who are with him in the firm of James Latham, Ltd., are veritable chips of the old block, being stalwart and upstanding like their father, and partaking with him of a full share of brain and brawn. Edward Latham, brother of the popular ex-President of the Federation, is one of the most respected members of the hardwood side of the trade. He, too, has a son in the business, and I understand there is no likelihood of the family fortunes in the future being imperilled for want of direct successors of the male line.

J. Gliksten & Son

I remember the founder of the firm coming into my office when, from being a cabinet-maker in the East End of London, he was just blossoming out into a timber merchant, or yard dealer. It is undoubtedly through the energy and shrewdness of his son, the late Mr. Reuben Gliksten, that this firm has attained to so exalted a position in the hardwood trade. The first yard, I remember opened by J. Gliksten & Son was quite a small one off the Tottenham Court Road. Later on they obtained much larger premises at Dalston, and now they own a huge concern on the River Lea. Reuben Gliksten undoubtedly was a man of great ambition, but despite his remarkable success in business, he never suffered in the smallest degree from that complaint from which so many "Captains of Commerce" succumb, "swollen head." In the zenith of

his prosperity Reuben Gliksten was unassuming in demeanour and unostentatious in deportment.

It was his favourite boast, if, indeed, it could be so styled, that, having carved out his own fortune, his successors would worthily follow in his footsteps. He died in the fullness of his commercial activity whilst a comparatively young man. I believe he was under sixty when he died, and his three sons, Albert, Harold and Stanley, are pillars of strength and endurance upholding the splendid industrial fabric which he erected.

The premises at Carpenter's Road, Stratford, E., have been called, not inappropriately, a "Town of Timber," for it is probably the most extensive hardwood concern in the United Kingdom. Reuben Gliksten resided in Park Lane, W., that Mecca of mercantile princes. Truly, a wonderful career and a veritable romance in real life.

Hahn & Co.

I remember Mr. Hahn when he arrived in this country from Austria, I believe it was, with bellywood for sale. This alone was not sufficient to be a self-contained industry. That was my long experience, anyhow. Hahn next developed into a much larger business, that of the stave trade. At that time the principal dealers in all kinds of staves were H. & R. Fowler, a very old firm of good standing. Outside the brewers' trade there was a free sale of oak staves amongst most of the timber yards, particularly in the East End. This was before the advent of cut oak boards from America and elsewhere. From these small beginnings this firm developed into one of the largest in the hardwood industry.

Memories of Timber Trade

Charles Lavy

Mr. Charles Lavy lived at Hoxton, and for years carried on business from his residence. He did a considerable trade in hardwoods, and was one of the largest buyers at the mahogany public auctions. Genial and very much respected, his friends were numerous and he had no ill-wishers. After Mr. Lavy's death his sons carried on business for a period, but they seem to have disappeared. During his time Mr. Lavy considerably advanced the interests of his less fortunate colleagues, many of whom, now occupying the highest positions in the trade, have good reason to hold him in grateful remembrance.

J. E. Reindorp

Mr. J. E. Reindorp was a jolly old chap—a bit noisy, perhaps, but cheery at all times. If he met one in the street, he would extend a welcome at the top of his voice. He did a fairly large business, mostly in hardwood logs, and had, I believe, a good Continental connection.

Hoar & Brown

I first made the acquaintance of Mr. Brown when he was the hardwood manager at the docks of the old firm of Peter Rolt & Co. If my firm required a few logs of mahogany, invariably I was sent down to Rolt's place at the West India Docks to procure the wood. When Rolt & Co. gave up business, Brown joined Percy Hoar. The firm is still in existence, and does business in a large way as Hoar & Brown, Ltd. I knew

Mr. Hoar, but have not seen him for some years. I hope his large coal-black moustache still retains its colour. Brown, unfortunately, died very young, the result of a serious accident, leaving a son, who afterwards joined the firm.

Young, Moreton & Turner

A word as regards Young, Moreton & Turner, who previously traded as Young & Shadbolt. On the latter retiring, Mr. Young took his two principal salesmen into partnership and traded as Young, Moreton and Turner. I knew the two latter very well.

Mr. Young, although over ninety years of age, came up from Brighton very often to attend to the business, of which he was the senior partner. The concern was on the large side.

Jones & Skeen

Jones & Skeen did a considerable volume of business. All of the above-mentioned firms had their offices at the West India Docks. On Mr. Jones retiring from this firm, Mr. Skeen took into partnership a Mr. Best, who, when I first knew him, was the manager of a large firm of sawmillers at Bow. Mr. Skeen, who was a real jolly good fellow, came to an untimely early death through an accident. Mr. Best subsequently traded as F. N. Best & Co., but soon after went out of the business, and the next I heard of him was when he returned from, I believe, West Africa, where he had been sent by a syndicate to look after their interests in connection with an industrial flotation, of which the shares at one time were only to be had at a high premium. Later on he went to Australia in the interests of another

syndicate, but he did not live very long afterwards, and died in that country much too young and very much regretted.

I should perhaps mention that Best is said to have been the first man to introduce plywood into this country.

Of course, in the usual conservative way, plywood was tabooed for a time, though to-day it plays an important part in our everyday life, thanks, among other things, to the way in which the editor of *Plywood*, Gilligan, has kept the merits of the material well in front of the trade through the columns of that go-ahead journal, which he started some years ago as a supplement to *Timber*, which, of course, he also runs.

R. J. Kidman (Churchill & Sim)

Of course, everybody in the hardwood trade knows Kidman. You can't help knowing him; he is soon after you if he has the slightest chance of doing business with you. I have had the pleasure of his acquaintance now for many years. He is of a most cheery disposition; his laugh is contagious. He is really good company and a born salesman, and he has this advantage: he represents a firm of high reputation. In my day I had large transactions with him and never a wry word.

Shairp & Cawthorne

I remember these two very pleasant men very well indeed. I cannot, however, recall with which firm they were identified before they started on their own account.

The former was certainly one of the most amusing

after-dinner speakers I have ever met. He had an excellent delivery with quite a fair amount of wit.

After Cawthorne left, N. Shairp carried on the business under his own name.

Log Trade Long Ago

Many years ago, before the advent of sawn hardwood boards into this country, it was the custom to buy logs and convert them at the various sawmills we possessed who specialised in this sort of work.

In my earliest days in the trade, we had several fine shippers of really handsome logs, and some of these logs were huge. Amongst my first recollection was a firm that is still in existence in America and doing a huge trade, named Mengel Bros. They shipped fine walnut and whitewood (poplar) logs. Another concern was that of Andrew Brown, whose well-known indicate exceptionally fine butts.

These two firms stand out prominently in my recollection. Of course, there were many other shippers of the wood I have mentioned, but I do not remember their names, so they evidently did not impress me.

I also well remember those fine samples of logs of huge dimensions, Kauri pine from New Zealand. This was a favourite wood at one time, though I do not know if it is so now.

The time when converted stuff took the place of logs, brings to my mind the names of several who were amongst the principal shippers. In my opinion, foremost of these was Louis C. Hay, representing the firm of Burt & Brabb, of Ford, Kentucky, U.S.A. Hay's first quality whitewood was marked , and exceptionally fine stock it was, always the same. His second quality brand was , and really good stuff. Hay was

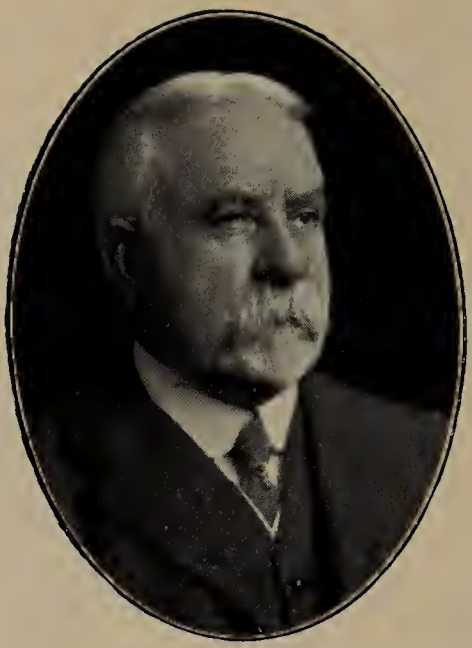
THE LATE JAMES STEPHENS
Past Grand Warden of the Grand Lodge of England
(*See page* 46)

E. P. TETSALL
President Timber Trades Federation
(*See page* 87)

WM. THOMPSON, J.P.
Past Vice-President Timber Trades Federation
(*See page* 84)

FRED R. VIGERS
(*See page* 176)

[*Face page* 174



C. J. Wade
One of the Founders of The Timber Trades Benevolent Society
(*See pages* 19, 74, 101, 188, 191)

The Late J. G. Wright

Norman A. Wright
Past President Timber Trades
Benevolent Society
(*See page* 18)

a pleasant man to do business with, and a perfect gentleman. He went back to America, and from that time his shipments ceased.

Another good shipper was H. N. Saxton, Knoxville, Kentucky, U.S.A. After a time he also ceased trading with this country. Saxton himself told me he was born in England, I believe it was in London. His brand was (S).

W. M. Ritter Company were also reliable shippers. I remember a man named Brown, I believe an Englishman, who represented them in this country.

A peculiar coincidence is that three or four years ago, when I was working on behalf of ex-officers in connection with the British Legion, Ritter himself rang up our office, which was then situated in Grosvenor Square, W. On being asked what class of man he required, and for what trade, he replied that he wanted a salesman for the timber trade. Our secretary inquired was he acquainted with Mr. Louis Bamberger, one of their interviewers. Of course, he answered that he knew me very well, and years ago had done quite a large business with me, but he had not seen me for some time and would be glad of an appointment.

This was arranged, and I must say that Ritter was really pleased to meet me again. We found him the man he required, and the same evening he sailed back to the States. There was not much time to spare, but he engaged our man, who, I hope, is still with their firm.

In these remarks I have not mentioned the pioneers of cut hardwoods in this country, namely, Mr. H. Harman, as I have referred to him elsewhere in these *Memories*.

This brief account gives my recollection of conditions as they were years ago in the log trade, and these have been superseded as the result of the more up-to-date system now in vogue.

Louis Bamberger

A "Viger"-ous Personality

It must be getting on to fifty years since I first made the acquaintance of Mr Fred Vigers and his brother or brothers. They had at the time a timber yard at Chelsea, and traded as Vigers Bros. Fred was undoubtedly a man of great energy, as he is still. Conducting a retail business was so obviously a curb on his ambition that it was not surprising to find him later on migrating to "The City," and becoming, with his firm, one of the "Brass Platers' Brigade."

Fred Vigers soon made his mark, and in due time the firm became quite large importers. He took a very active interest in Federation work in the early days of the Society, and usually entered into debates, whatever the subject might be. Upstanding in an instant, he would make his voice heard to some purpose, but his intonation was unduly monotonous for one possessing a strong musical ear, for he was and is a capable musician. At one time he had a certain devoted following, but his forecasts were not always unerring.

With his wonderful energy and pertinacity, Fred Vigers might have climbed to the highest rung of the industrial ladder, for he was, as now, a man of parts and capable of holding his own with the best. I have often heard that he missed his vocation in life; he might have made a great lawyer, or a leader of men. He was certainly a fighter, able to "box his corner" against all comers, if not with his hands, at all events with his brains.

Flatau, Dick & Co.

Here is an instance of what energy, tenacity and honesty of purpose can do. Ten years ago this firm

was hardly in existence. Just think for a moment that inside a decade these men have built up such a considerable business that to-day their name stands high among those who act as agents and brokers. Their ramifications are important and widespread, comprising American hardwoods, plywood, mahogany and many other sorts of wood goods. H. W. Flatau, the senior of the firm, was for years timber buyer for Harris Lebus, of Tottenham, the well-known furniture manufacturers, where he gained a considerable experience.

Early in 1919, H. W. Flatau and W. F. Dick started in business on their own account, at Great Winchester Street, in a very small way. The latter came along with a great experience from the eminent firm of Churchill & Sim, with whom he served twenty-two years. Dick is, I believe, extensively associated with the plywood department of Flatau, Dick & Co., and he has made this side of the concern his particular study. In 1924, two more partners were admitted, viz., J. C. Walton and C. H. Hatfield, both of whom served for some years with Churchill & Sim. The firm certainly consists of men with plenty of "vim," and in course of time should go much further. Their most recent "move" from 65 Bishopsgate, E.C., has been to Stone House, a newly-erected building in the immediate vicinity, where they occupy a really splendid suite of offices.

Timber Trade Federation of the United Kingdom.—Merchants' Section

It was during the War that this section came into existence. There was at the time a good deal of agitation amongst the retail merchants for recognition by the Council on which, I believe, they were not previously

represented. They convened a meeting at the Cannon Street Hotel, which I attended as president of the Federation. Mr. J. Archer Smith was voted to the chair, and Fred. Brewer acted as the hon. secretary.

There was undoubtedly a grievance, as they felt they were not being fairly treated by the Timber Control. There was quite a good attendance. I remember one gentleman urging the meeting to defy the Control and to do as they pleased. This advice was quickly and indignantly rejected by the chairman, who warned his hearers not to do anything of the sort, and instead of defying the authorities, to give them all the assistance in their power. The decision of the meeting after I had addressed them was that they should apply to the Federation to join forces with them, a move which I told them would be met half-way. Thus the Merchants' section has since become an important section of the Federation.

From the commencement of the Merchants' Section, Fred. Brewer was undoubtedly its vitalising influence, and it is generally admitted that he steered the newly-floated organisation with discretion and discrimination through the rocks and shoals of disaster. Hon. secretary at the start, he was subsequently chairman of the section, and his merits were so recognised by the members that in 1916 he was "dined and wined" by them in token of their appreciation of his wholehearted services. Fred. Brewer is still in the forefront of progress, and although the days of the Timber Control have been succeeded by the piping times of prosperity, may I add that "Peace hath her victories no less renowned than war." Fred. Brewer has done something for the good of the trade. A director of the London Timber Exchange and associated with other business projects, I need only say of him, long may he flourish.

Memories of Timber Trade

Housebreakers

From such a heading one would think that the reference must be to burglars. Nothing of the kind, however, for the man I am now about to mention, though known as a housebreaker, was merely a puller-down of houses. Joshua Binns developed quite a fair business as a timber merchant, with a yard in Battersea Park Road. Also he had a considerable business in Chelsea in old furniture and antiques. I remember him very well.

James Speller

James Speller was the next housebreaker I knew. He was then in small premises in the Caledonian Road, Islington. Besides holding a fairly large stock of fittings, etc., he was developing a fair business in new timber. After a time he built large premises in the same road and became quite a heavy buyer of new timber.

This man made a considerable fortune in pulling down hundreds of old houses that had to make room for the building of the Midland Railway in Somers Town. At that time speculating builders were well to the fore, and bought millions of the old bricks he had for sale, and the demand for them was good. All the fittings in these houses he transferred to his own premises and there was a good market for them. After his death his three sons carried on both businesses as Speller Bros., and dealt largely in timber. In time they dissolved partnership, and the eldest son carried on. I believe this business is still in existence.

Wm. Irons, Dalston Lane

This man had a similar business. Although he sold new timber, he confined himself more to buying and selling the better-class fittings, which were then and, I suppose, still are, much in request.

Thomas Bonsall

Thomas Bonsall, an old friend of mine, and well known in the London trade, developed quite a large timber yard in Peckham. When I first knew him, he was occasionally a public sale buyer, attending the auctions. He had a large business amongst builders, mostly of the speculating section.

I remember him rebuilding his yard with some shops adjoining. He took his son into partnership, trading as Thos. Bonsall & Son. I have not seen or heard of them for many years.

Shadows of the Past

Mr. H. W. Harding, of H. W. Harding & Co., was another constant attendant at the timber sales. On his death, Mr. J. Archer Smith bought the concern, and to this day he carries on a successful enterprise at Southwark.

Messrs. Godson & Dobson, of Croydon, were a well-known firm, dealing largely in builders' materials. Their names have disappeared.

Mr. R. S. Loader, of R. S. Loader & Son, Finsbury, who was a frequent visitor at the public sales, was a familiar figure in trade circles. I always understood

that the establishment belonged to his mother, and that he was her partner. This business, which was of considerable dimensions, is to-day non-existent.

The names which I now mention were those of the owners of somewhat large City timber retail yards. These are Hayne, of Smithfield; J. F. & G. Harris, who now have a place in Wilson Street; C. B. Ingram, now Ingram, Perkins & Co., 37 Beech Street, Barbican, E.C. Hayne's business has long since disappeared.

Joshua Knights, of Pimlico, was a large lathwood importer and lath render. In his day all plasterers' laths were rended by hand. Such a thing is hardly known to-day. I believe he did a good trade on the same lines, supplying laths for "punnet" making for packing strawberries and other fruits.

I remember the firm of Barclay Bros. very well. One of them used to attend the public sales regularly. I believe they were both with the firm of Farquharson Bros. & Co. before they started on their own. They seem to have retired from the timber trade.

Little Houghton, we always called the one of Houghton Bros. who regularly attended the public sales; in fact, both of the brothers were men of short stature. They retired some years ago. I believe they came from W. E. Bradford, whom I have already mentioned.

Mr. W. H. Gilbart was a well-known man in Queen's Road, Bayswater, and Whiteley's Emporium now stands on the site formerly occupied by his premises. His son is carrying on a successful concern. I always understood that W. H. Gilbart, of Queen's Road, Bayswater, and Turner, of Lisson Grove, came from the firm of Vigers, who had a large establishment at Paddington, and did a big business there. Vigers was succeeded by

a gentleman whose name I forget. This business is now extinct. Mr. W. H. Gilbart often came into the office of the firm in which I was employed. His son is now the owner of what was originally Mr. Turner's business at Lisson Grove. At Turner's death it was sold to Mr. Charles King, and now, as already mentioned, it belongs to Mr. H. W. Gilbart.

I have a good recollection of J. Terry & Son. One of them used to attend the auctions regularly. I believe they were timber merchants as well as a large firm of packing-case makers.

I was sorry to hear the other day of the death of Mr. E. H. Johnson, who at one time had a considerable business at Fulham. "A nice man, and much liked," may be said to epitomise his reputation.

I now come to Mr. W. H. Jay, who, I believe, was a son of Jay, the well-known draper, of Regent Street. He started originally with two partners, but they both seem to have retired from the partnership, and eventually he carried on quite a biggish business on his own account. Despite his extensive operations, however, he subsequently closed down, to enjoy, it is hoped, a happy leisure in the fullness of fortune.

Other Good Sorts

"Tommy" Saunders was a well-known timber man in Drummond Street, Euston Road. His eloquence was of a free and forcible nature, especially on the telephone. Like Othello, he was "rude in his speech," but nevertheless he was a pleasant-spoken gentleman, and of him it was said with perfect truth that his bark was worse than his bite. The yard, which belonged to him, is now being carried on by Elliott & Sons, who bought the business.

Memories of Timber Trade

Boyes & Cattle

Boyes & Cattle at one time had a timber yard in Tottenham Street, W. The former was a traveller with "Tommy" Saunders, of Drummond Street, N.W., and his partner I always understood was a son of R. Cattle, with sawmills at Eden Street, N.W. It is now many years since this firm gave up business. I cannot bring to mind how long this firm was established; it could not have been a great time.

Sir Samuel B. Boulton, Bart.

Some time ago I mentioned this gentleman's name in connection with a banquet which the Timber Trade Federation gave in his honour on his vacating the presidental chair after four years' service, he being the first president of that then newly constituted body.

When I first made his acquaintance he was just plain Mr. S. B. Boulton. I believe he received his baronetcy for the good work he did as chairman of the Conciliation Board, which was formed to settle the dock strike of years ago, in which Mr. John Burns took a very active part. Later on, Mr. Burns became a Cabinet Minister, and is now well-known and highly respected as the Right Hon. John Burns.

When Mr. Joseph Chamberlain launched his crusade against free trade under the title of "Tariff Reform," I believe Sir Samuel Boulton was one of his principal supporters. He was at the time President of the Timber Trade Federation.

A meeting of the Federation was called at which Sir Samuel presided, and the outcome was certainly the non-approval of the scheme. Although some of

our members were themselves Tariff Reformers, it could not apply to the wood industry, whose existence depended upon the import of foreign timber.

Alexander Miller

A good many years have elapsed since I first became acquainted with Alexander Miller, who was then principal in the firm of Alexander Miller Bro. & Co., with offices on the Embankment. He was a member of my Club, and we got on very well together. He told me of his firm's ramifications on the West Coast of Africa, principally in shipping oils, etc., with a fair sprinkling of mahogany logs.

He mentioned that his logs were at that time all shipped to Liverpool, where, I believe, they were dealt with by Alfred Dobell & Co., and as he had some intention of commencing shipments to London, he sought my advice as to whom I could recommend to act for them. I gave him an introduction to Churchill & Sim.

I believe he told me his firm were connected with the Niger Company, which I am given to understand is now absorbed in that great concern Lever Bros., of soap-making fame. Alexander Miller died only a year or two ago, leaving a large fortune. I do not know if his firm is still in existence, or whether they continue the shipment of mahogany logs.

R. A. Naylor, Warrington

I have just discovered a book which was presented to me by Messrs. R. Naylor and J. Naylor, of the well-known timber-importing firm of R. A. Naylor & Co., Warrington. The book was published in 1916 by the

Caxton Publishing Co., Ltd., and was marked "Published for Presentation only." I had not the pleasure of knowing these gentlemen personally, but my firm transacted a fair amount of business with them from Bristol.

The book is entitled *From John o' Groat's to Land's End, or* 1,372 *miles on foot*, with an excellent reproduction on the front page of a portrait of Mr. Robert Naylor as he was during his candidature for the representation of the Carnarvon Boroughs in 1906.

It seems it was in 1863 that the brothers Naylor made the memorable walk they referred to. The previous year they walked from London to Liverpool—306 miles—in twelve days, averaging twenty-five miles per day. They rested on Sundays. For the John o' Groat's to Land's End walk, they mention that they each purchased a strong black leather handbag and carried stout oaken sticks to protect themselves in case of need. They were often asked how many pairs of boots they wore out on their long journey on foot of nine weeks. They said one pair each, one of the brothers having had one pair soled and the other two pairs, the soles wearing out, the uppers also being worn out at the end of the journey. It speaks well for the quality of the material used in the boots worn by those doughty "knights of the road," nailers, in the fullest sense of that appreciative description.

On the last page of the volume referred to appears a fine picture of John Naylor. The book contains no fewer than 659 pages of well-printed matter, with many most interesting illustrations of places and matters of interest that appealed to the authors. Their "Foreword" alone occupies five fully-printed pages.

Going right back to their earlier days, and speaking of the conditions then prevailing, Messrs. Naylor say the railways were then replacing the stage coaches.

I wish I had the room at my disposal to give extracts from this most interesting book. There is one paragraph, however, where they speak of the Church service being held morning and afternoon only. Between the services the churchwardens and other officials were wont to adjourn to the neighbouring inn to hear the news and to smoke tobacco in long clay pipes named after them, "Churchwarden" pipes.

I have often wondered where the name of churchwarden pipe originated, now I know. It does seem a pity that this book was not for general publication. What an amount of pleasure it would have given to the reading public! It is well printed and well bound.

Wm. Crundall & Co., Dover

The head of this firm has been associated with the municipal life of Dover for very many years. I believe he has been Mayor of the borough over a dozen times. Years ago he received a knighthood, and is very well known in Dover as Sir Wm. Crundall.

He has been chairman of the Dover Harbour Board over a long period. Most courteously year after year he sent me a pass, which gave me free admission at all times to the Admiralty Pier and the Prince of Wales Pier, until the Southern Railway Co. filled in the basin alongside the Admiralty Pier, and built the station that is so well known to Continental travellers. Then he told me he had no further control there, as it rested with the railway company.

I have always esteemed Sir William as an exceedingly pleasant man. He must be now well advanced in years.

I believe at one time he must have been amongst the largest holders of pitch pine in this country.

He had branches at Queenborough, Ramsgate and Southampton.

D. Witt & Palmer

When I first became acquainted with this firm they were manufacturers of wood work, mostly in connection with the cabinet and pianoforte trades. From these small beginnings they developed quite a large timber business and eventually built premises in Drummond Street, Hampstead Road. Their veneer department was carried on in Burton Crescent, Euston Road.

On the retirement of Letellier Bros., of Old Street, E.C., who were very large importers, particularly of walnut and rosewood veneers, these two enterprising men bought their business and so became important in this branch of the trade. They were large holders of other woods also. After a time, Palmer retired, and the business was then carried on by Witt alone, as D. Witt & Co. After his death, I believe his son succeeded him, but the firm is now, I understand, extinct. It was a well-known concern, with a large connection in the pianoforte trade.

John Stewart

I forget the name of the former proprietor of this concern in Holloway. I believe the business was carried on for some years, for the benefit of Mr. Stewart's widow, by a man named Hay, whom we all knew very well. He was a peculiar individual, and never told much, but was always a good listener. At all events he conducted his operations successfully, and now the business is owned by Mr. J. Douglas Stewart, who is, I believe, a son of the original proprietor.

J. Douglas Stewart is a very busy man, and takes a great interest in not only Federation work, but also in the Benevolent Society. It is, indeed a pleasure, to see these younger men taking the places of their elders, and carrying on the work with enthusiasm.

A. Aldin & Co., Richmond

I remember Aldin taking over this business which for many years was carried on as Monroe & Co., an old-established concern.

Aldin was, I believe, originally with Hudson & Carr, then of Millbank, which concern was being conducted by C. J. Wade, of Benevolent Society fame.

I was always under the impression that Aldin, formerly Mayor of Richmond, was Wade's brother-in-law. He was certainly a very charming young man and eminently popular. He died many years ago.

W. & J. R. Hunter

I knew Fred. Hunter, one of the partners, very well. He was certainly "one of the best," most jovial, and a jolly good sort.

This firm at one time had a large warehouse in Moorgate Street, stocked with furniture. I believe they were originally furniture manufacturers in an important way of business, which was before they blossomed out into the timber trade with an extensive yard in the new Bethnal Green Road. They became large holders of hardwoods, besides other wood goods.

The firm is now incorporated in R. M. Turner and Hunters, Ltd., Wansbeck Road, E., whose "strong man" on the spot is Mr. Wilfred George, a pleasing

and popular personality, and an excellent man of business.

J. Hathway

At one time Venetian blinds were found in practically every home. They were made of the best Quebec pine. J. Hathway carried on in a large way the cutting and selling of these laths. His was an extensive business, and he himself told me he shipped his goods to most parts of the world.

To-day one seldom sees Venetian blinds, and they are almost a thing of the past. Everything is designed from the point of view of health considerations. Venetian blinds, I remember, were usually covered in dust.

Walter Arter

I am uncertain if Walter Arter is still in the land of the living, for many years have come and gone since I last came across him. Whether still to the fore or not, he was an admirable type of man, and certainly succeeded in building up a prosperous business. My recollection of him is that he carried on a successful trade in supplying timber "properties" to the theatrical profession, and the stage carpenter was no doubt kept going busily in manufacturing to requirements the timber supplied by the firm. Walter Arter's son, of whom I have a recollection, was a fine "young fellow me lad." I remember meeting him, and of being told that the firm was doing extremely well in the special lines upon which it ran. The business has been in Kennington Lane, S.E., for many years, and is still going strong.

Louis Bamberger

Mrs. S. M. McEwan

This lady carried on an extensive business in the veneer trade in Old Street, E.C. She had large stores also in Pentonville, N.

At one time there were several women timber merchants, but I cannot say whether this is the case now. I recall the names of Mrs. Loader and Mrs. Forman, and there may have been several more. They all conducted successful concerns. So much for feminine perspicacity!

R. Dolling & Sons.

"Old Dolling," as I and his many other friends invariably describe Mr. R. Dolling, was a sometime manager of one of the several West End timber yards belonging to the late Mr. Samuel Putney, who always kept large and valuable stocks of all descriptions of furniture and other timber, and whose good works, I may add in parenthesis, live after him in the fine establishments representative of the founder of the firm. From his first entrance into business on his own account Dolling spelled success. One invariably found him in his yard, not too proud, in serving his customers, to carry deals on his shoulders. A man of great energy and integrity, whose word was his bond, as I am proud to recollect. He left two excellent sons, Harry and George Dolling, the latter, unfortunately, dying a few years ago much too young, and to the great grief of those who knew him. The former is still with us, I am happy to say, most genial and pleasant, as they both were, both chips of the old block.

Memories of Timber Trade

Frank Crump & Co., Ltd.

I believe it was when Frank Crump was with C. J. Wade & Co. that I first became acquainted with him. After a time he left Wade's and started business on his own account. He developed quite a good packing case trade connection, and certainly received the support of one or more of the leading firms in that branch of the industry. Mr. Crump is well spoken of, and he has made a success in his calling. I am under the impression that on one occasion he told me he was originally intended for the medical profession, and that when a youth he walked the hospitals. Why he did not go right through medicine I cannot now recollect. Of late years, Frank Crump has developed the "wanderlust." and periodically he visits "the uttermost parts of the earth" in his quest for the variety which is said to be charming. His son, Dudley, who looks after the business, is clever and capable in his ways and well-doings. A very pleasant man to meet is Frank Crump.

Worrell & Baynes

I have just recollected this firm, and have a hazy recollection that these men were with C. J. Wade & Co., whom they left to start on their own account. They did quite a nice business in their time, but soon after the war they seem to have dissolved partnership, each going on his own. E. Worrell, the senior partner, is, I notice, still in the trade, but as to what has become of Baynes I do not know.

Louis Bamberger

Wm. Marshall & Son

The Marshalls have always been prominent in the retail trade. At one time there were several Marshalls in the field, and, I believe, there are several now. They were nearly as plentiful as Smiths appear to be from the directory.

Wm. Marshall certainly did quite a large trade when he was in Old Street. I have no doubt the firm do so still in their new premises. Anyhow, one could always find there whatever is required in woodgoods. They were a sort of Whiteley's "Universal Providers." In fact, they were veritable "Field Marshals" in the commercial army.

J. Richardson

This well-known man is a great arbitrator, particularly in the hardwood trade. He was for many years with the firm of Wm. Mallinson & Sons, eventually becoming a partner. He travelled a great deal in the United States for his firm. He takes a keen interest in the affairs of the trade, and is to be found at most of their meetings. He is a very genial personality, and much respected, and has a high reputation for his knowledge of hardwoods.

Browning

I have a very faint recollection of the firm of this name. They had a large yard in the West End. I believe Browning was a brother of Wm. Browning, of Browning & Castle, whom I have already mentioned.

I believe the late W. C. Ware was with him, and eventually the latter became the owner. I can remember his having one or more disastrous fires there, which nearly ruined him. I knew W. C. Ware very well, and his son better still. The firm is now well known as W. C. Ware & Son.

Straight "Lines"

George and Emanuel Manning carried on business as Manning Brothers, timber merchants, in Peckham, but after a period they dissolved partnership. George for a time maintained the old yard, Emanuel starting a timber yard at Bexley Heath, which later on was absorbed into the firm of G. E. Arnold & Co., Woolwich, with Emanuel as manager of that concern. Robt. F. Lines & Co., Silver Street, Notting Hill, conducted for many years a very successful trade at that address. I believe the business is now carried on by a well-known firm. One of my earliest recollections is that of Mr. Thomas Pollett, of Orange Street, Bethnal Green, whose firm is, I believe, extinct. Alfred Carter and Co., Bethnal Green, was also an old landmark, and at one time the firm had important interests, mostly in builders' timber. So had Geo. Loveday & Son, of the same district. I always understood Geo. Loveday was at one time manager for Alfred Carter & Co., also a business of the past. Mr. Geo. Sampson, Great Cambridge Street, Hackney Road, was also in a large way of trade.

W. H. Lascelles & Co.

W. H. Lascelles & Co. were a large firm of joinery makers, who, if I remember correctly, were then in

Bunhill Row, E.C. They must have had a considerable business in their day. They seem to have disappeared but what became of them I do not know.

Hammers, of Bermondsey

When I first heard of the firm of G. M. Hammer and Co., Ltd., it was located somewhere in Soho. Later on the owners built the factory in Bermondsey, which they still occupy. They are quite a large firm, making school and church furniture. Pitch pine was mostly used for the former, but I cannot say whether this wood is still similarly utilised. There was also another large school furnishing firm named Edwards, in Camden Town, but years ago they were wiped off the map. Another of this class of workers are Wake & Dean, then located in the south of London, and now in a large way, with their workshops in Somersetshire.

Eldridge & Youngman

This was a well-known firm in days gone by. They were in a largish way of business and regular attenders at the timber auctions. They seem to have disappeared.

T. W. Ellston & Co.

This was another well-established concern, also in a large way of business in their time. They, likewise, have gone out of the trade. What a number of these fine old firms have closed down! Still, there are plenty of newer ones constantly cropping up to take their place.

Memories of Timber Trade

G. F. Arney

G. F. Arney had a timber yard near the Elephant and Castle. It is many years ago since he started at the place mentioned. When I first knew him, he was employed by the late firm of Edward Mayer & Co., the large pine importers, as their traveller. This firm developed largely in the hardwood trade.

J. Little & Sons

J. Little & Sons are an old firm of sawmill proprietors, who flourished, and are still flourishing, in the eastern district of London. I never knew the original founde but "Young Joe," as we all called him, I knew well. Joe was inclined to be stout. Even the few stairs up to my office made him puff a great deal.

He was a real good sort, as most stout people are. One of his sons was with R. R. Dobell & Co. for many years, and another has been with my firm for years. Like their father, they are good chaps.

R. T. Perry

When I first became acquainted with R. T. Perry he was doing quite a nice yard business in Hermes Street, N. Later he also took on the Penton Street yard.

An old colleague of mine from Lee & Chapman, C. B. Putland, joined Perry, and the firm became Perry & Putland. They developed into the speculating builders' business which was an exceedingly hazardous one, bringing more "heads to the block" than I could recall.

They were both very pleasant men. I have not seen or heard of them for years. I believe they went out of business.

Louis Bamberger

Thomas Tyler

Thomas Tyler originally started in the English timber trade, and later developed quite a nice foreign trade. He had quite large premises, both in Mortimer Market, Tottenham Court Road, and Bonny Street, Camden Town, where he lived.

He was a rather big man, and always wore large felt hats, such as one sees in the American films, after the cowboy style. His nephew now carries on the business.

Hy. Barnes, of Soho

His was an old-established timber yard. I remember when Barnes, sen., took W. G. Fox into partnership and for a time they traded as Barnes & Fox. Later Fox carried on the business alone. This yard disappeared years ago, when the late Metropolitan Board of Works took it away for their improvements.

The last I saw of Barnes, jun., was when he entered the employ of the late Tom Tyler, at Bonny Street, Camden Town.

Kelly & Craggs

They had two timber yards. Kelly was in charge of the Euston Road premises, and Craggs controlled the Hammersmith branch.

Kelly, who was in bad health, I always understood to be the brother of the Kelly Bros. who built the whole of the houses in that fine thoroughfare, FitzJohn's Avenue, Hampstead.

Kelly Bros., when I first knew them, were building contractors in Camden Town. They gave up con-

tracting and undertook that splendid building scheme before mentioned. The concern has long ago disappeared from the trade.

Thos. Daws, Norwood,

was one of my oldest customers. Daws, I always understood, was originally a lath render, of whom there were many in those days. He developed quite a substantial timber yard business. He was a most pleasant man to deal with. I do not know if his firm is still in existence.

Chas. Deason & Son, Stratford,

were amongst the regular auction buyers. It was the son whom we all knew, a man of great charm. Later he took in a partner whom I knew well; I understood he was an accountant, although at the moment I forget his name. He knew little about the trade when he joined Deason, but soon picked up his knowledge.

Herbert Hobbs, Newcastle-on-Tyne

Herbert Hobbs was for some years with the firm of R. R. Dobell & Co., of London. This firm traded as Dobell, Beckett & Co. in Canada. I always understood Beckett was his uncle. Hobbs was a well-known man in the pine trade. He was a very genial man and had hosts of friends. I well remember his leaving London to join in partnership a well-known agency firm in Newcastle, and now I notice he is on his own. All good luck to him.

Louis Bamberger

Wm. Mallinson

To have concluded *My Memories* without referring to this remarkable man would have been like producing Shakespeare's play of *Hamlet* and omitting the Prince of Denmark. Such a career! Starting from school about sixty years ago with the well-known firm of John Wright, the veneer cutters, young Mallinson soon made his mark, and in due course became a partner in the concern. When I became acquainted with Mallinson he was already well established in a timber yard in the Hackney Road. I can't quite remember whether his business was in those days that of a retailer of pine deals and logs like most of his neighbours. Anyhow, quite fifty years ago there was certainly an evolution of things happening, pine deals making way for imported American hardwood boards, planed and unplaned. It is certainly due to the great foresight of Hy. Herrmann that this took place. I have previously referred to Mr. Herrmann, and shall conclude my remarks so far as he is concerned. William Mallinson quickly saw his opportunity and embarked largely into the new order of things, building up a substantial business in American and other wood, with this distinction, that he was after the best of material, leaving inferior qualities severely alone. He hit the right nail on the head. There is never enough of the best to be procured, and nearly always too much of the worst stuff. So he went from success to success, until to-day the firm of Wm. Mallinson & Sons, Ltd., is one of the largest, if not the largest, hardwood businesses in the United Kingdom.

I think at this point it would be well if I mentioned my old friend, J. Richardson. During the twenty-two years he was with Mallinson (for fourteen of which

he was a partner) he certainly greatly helped in the prosperity of the concern.

Wm. Mallinson is very fortunate in having four able sons to assist him in his huge business. They are Wm. J., Stanley, Stuart and Lancelot. The eldest, "W. J.," as he is popularly called, who is entitled to the initials D.L., J.P., after his name, looks after the London interests of the firm in conjunction with his brother, Lt.-Col. Stuart Mallinson, D.S.O. Stanley, I understand, manages the home-grown timber department at Bury St. Edmunds, while Major Lancelot Mallinson looks after the plywood interests abroad.

The name of Mallinson is well established all over the Continent of Europe. As I mentioned earlier, William Mallinson is a remarkable man. I can only conclude in saying he is certainly one of the greatest outstanding successes in the timber trade, and all done in a very few years.

Glovers, of New Cross

The firm of C. H. Glover & Co., Ltd., New Cross, was at one time in a large way of business, both as timber merchants and boxmakers. Mr. Ransom was then, I believe, principal in the concern. They had large sawmills, and in their time they played an important part in the trade. Another old landmark gone!

Hy. Tolputt & Co., Ltd., Folkestone and Dover

"Harry" Tolputt is certainly "one of the boys." Although he must by now have attained the allotted span of man's age, he is brimming over with smiles

like a youngster whenever one meets him. I have known him for many years. He is a hard nut to make a deal with, and one would have to wake up pretty early in the morning to get the better of him, for, as a matter of fact, this cannot be done. He is a real sport.

Like myself, he has suffered for years with dyspepsia. Whenever he meets one, in his jovial way he prescribes, according to his lights, just the best thing to drink to assist the digestion. One day he declares "Burgundy is the thing, my boy, that's what I'm taking!" Another time he asserts that "Burgundy is off." He finds port wine is the stuff to give 'em. Later on he is "off" port, and advises "Bols Old Dutch Gin, there's nothing like it for the liver." The last time I saw him, he was "off" Bols, and swearing by Bollinger 1921. Now what contrasts are to be found in his advice, which is all given in the most friendly spirit!

When I first met my friend, Harry Tolputt, his principal yard and mills were at Folkestone. It was not until some time after, that he acquired a good standing in Dover by taking over Steriker Finnis' old yard and mills. I knew Finnis well. His was quite an old firm.

Tolputt is now assisted by his two sons, very excellent young men. The elder son was married this year. The firm of Hy. Tolputt & Co. is an old one, having been established by "Harry" Tolputt's father. They do a considerable business, and are very popular in the county.

Speaking of Dover, it may not be generally known that the principal of the well-known Dover College is the son of a timber merchant of the past, my old "Guvnor," the late John Bennett Lee, of Lee & Chapman, and a brother of one whom we all know, Edgar B. Lee.

It is now some years since Harry Tolputt, then anxious for a partner to help him in his growing busi-

ness, secured the services of L. A. Ridley, who was one of the sons of the then senior partner in William Ridley and Sons, Reading. L. A. Ridley, I believe, since his advent into the firm of Henry Tolputt & Co., Ltd., has always lived in Folkestone. I suppose I should call him the director of that establishment or its branch. I have not met him for now some years. All the same, I have a very pleasant recollection of him. Referring back to his father, he was well known in London timber circles. One of the best and full of good humour. I once attended one of the Federation meetings at which he spoke, and I have just counted up the number of words which he uttered. They were twenty-six. Each one, however, to the point. The shortest speech I believe, I ever heard. Certainly short and sweet.

In referring to Dover College, I wish to add that my friend Tolputt's two sons were educated there.

Spencer, Lock & Co.

I remember both J. A. Spencer and W. S. Lock when they were clerks with Hodson, Mabbs & Co., and later as partners with Thomas Mabbs & Co., who succeeded. It must be now some years since they dissolved with Mabbs, and started on their own account. They have attained success, and they are both well spoken of in the trade as capable and conscientious wood agents, who do a good business at 27 Clements Lane, E.C., and elsewhere, under the name and style of Spencer, Lock and Co.

The Roadway of Recollection

Before further proceeding along the roadway of *Memories* I should like to refer to some of the

old-established firms of builders and contractors of my youth. My first recollection is that of the well-known firm of Wm. Lawrence & Sons, of Lambeth, who had an office in the City. I believe there were three brothers, but I can only speak of two, both of whom in the course of time filled the high office of Lord Mayor of London. One of them was Sir James Clarke Lawrence, Bart, and the other Sir Wm. Lawrence, also a baronet. On retirement their business was acquired by Hall, Beddall & Co., a fine firm which is still going strong. There was also the old-established concern of Wm. Cubitt & Co., of Gray's Inn Road, still in existence amalgamated with Holland & Hannen, and now known as Holland, Hannen & Cubitts. I believe the then Cubitt was at one time Lord Mayor of London, afterwards known as Sir Wm. Cubitt.

George Myers

My next recollection is of a firm named Myers. I believe one of the last contracts they executed before retiring was in 1872, in connection with the thanksgiving service held in St. Paul's Cathedral for the recovery of the then Prince of Wales. Some thousands of pounds were spent in fitting up seats inside and outside the building, and in the placing of ships' lanterns around the dome. This at night-time was a magnificent sight, and nothing to compare with it has ever to my knowledge been effected since.

Wm. Brass & Son, and Other Firms

Wm. Brass & Son, of Old Street, also did large jobs in their time. B. E. Nightingale, of the Embank-

ment, was also in a large way of business. Merritt and Ashby, of Aldgate, who built the Hotel Metropole, Northumberland Avenue, I believe the first building in this now important thoroughfare. Wm. Shepherd, of Bermondsey, was also in a large way, and was a very successful man. I believe it is his son, Percy, who a year or two ago became Sheriff of the City of London, and is now known as Sir Percy Shepherd. E. Lawrence and Son, of City Road, quite a large firm. J. T. Chappell, of Pimlico, had much work. Jackson & Shaw, of Westminster, likewise in a very large way of trade. I believe they erected the National Liberal Club in Whitehall Place. J. Grover & Son, of Islington, had some large jobs, and so had H. L. Holloway, of Deptford. Wm. Johnson & Co., of Wandsworth, were a big firm, while Mattock Bros. from a small beginning became quite large, building huge warehouses in the City. There must be many more, but I have forgotten their names. Longmire & Burge, Manley and Rogers, Scrivener & White were also large firms.

Kirk & Randall, of Woolwich, were large contractors. Unfortunately they went into liquidation. Only the other day I read that another firm who at one time carried out large contracts, I refer to Perry & Co., Ltd., of Bow, appeared before the Courts.

Abbiss & Edwardes

I remember F. G. Abbiss very well when he had Edwardes as his partner. This partnership was dissolved, and Abbiss went on his own. I believe he took over a yard in addition to having City offices. He was usually my neighbour at the Winchester House auctions, and I regarded him as a very pleasant acquaintance.

Louis Bamberger

H. F. Brooks, New Southgate

He had a nice business, dealing not only in timber, but also in lime, bricks, cement, etc., and he was quite a general builders' merchant. I have a recollection that he had several branches, mostly at railway sidings.

Richmond & Graveson

This was quite a small concern with a wonderful connection amongst brewers. I have sold them many a parcel of first quality wide pine, which they sold the brewers for sign boards. This, I believe, is a thing of the past.

The Liberator Building Society

I believe this concern had offices in Budge Row, City. Jabez Spencer Balfour was the chairman, and I always understood he was an M.P. for some years. He was the first Mayor of Croydon. This concern came to grief after being considered for years well-established, and the failure meant ruin to heaps of people. There was a man named J. W. Hobbs who was connected with it. He was a builder. I remember Hobbs when he was in quite a small way as a speculating builder. Later on he expanded into quite a large concern, being financed by the above Society. When the crash came, Hobbs was, I believe, building the block now known as the Hotel Cecil, in the Strand and Whitehall Court, next to the National Liberal Club, and developing a large estate at Norbury, near Croydon. I have always felt that if this Society could have kept their feet just for a year or two longer, the property Hobbs was

building, being first-class, would probably have turned out well, and the shareholders would have got their money.

Miss M. K. Woolley, Timber Trades' Benevolent Society

This lady is well known to everyone who has any connection with the above. Their number is many and her popularity is general. It must be close upon twenty years that Miss Woolley joined the staff of that genial octogenarian, H. W. Baynes, who at the time was acting as liquidator of many failures in the trade.

Mr. Baynes has certainly cause for self-congratulation on his choice of an assistant, who has the affairs of the Benevolent Society at her fingers' ends. On several occasions when Mr. Baynes has been unable through illness to attend the Council meetings Miss Woolley has represented him, with an intimate knowledge of each case submitted to the Board. She is much admired and respected for her charm of manner and outstanding capabilities.

Denny, Mott & Dickson, Ltd.

The reason I have deferred till now the mention of this eminent and old established company is that in the whole of my business career I had never met those who guided its fortunes.

I was determined, however, not to conclude my references to representatives of the trade without making the acquaintance of Denny, Mott & Dickson, Ltd. Recently, on calling upon the firm, I was fortunate in meeting Mr. Powell, a very charming man, one of the directors, and he acceded to my request for

a few details. He started that both Mr. Denny and Mr. Dickson, the senior members of the Board, were then on the premises, and added that if I would wait for just a minute or two he would see those gentlemen and gladly introduce me to them. I was more than delighted at the welcome I received at their hands. Here I was meeting them for the first time, after having known them for half-a-century as most prominent members of the timber trade! I regretted the lapse of those fifty years during which we were unacquainted, but, as Mr. Denny said, the explanation was that they had never taken an active part in trade meetings. They attended to just their own business, which everyone knows is a huge one, the largest, I should say, in our trade, with depôts and immense stocks all over the United Kingdom.

Mr. Dickson himself kindly gave me much interesting information that was quite new to me. He told me he was brought up with that fine old firm which I have already mentioned, Peter Rolt & Co., and was attached to their wharf at Rotherhithe.

Mr. Dickson and Mr. Denny informed me that their concern was established in 1875, in Fenchurch Street, E.C., and that some three or four years ago they removed thence to their present address, Adelaide House, King William Street, E.C.4. They also mentioned that Mr. Mott, senior, one of the original partners of the firm, died many years ago.

Mr. Dickson told me that his father, who was a shipbuilder, built that vessel which in the 'fifties was the most wonderful of its kind, the *Great Eastern*. It was a boat of about 18,000 tons, propelled by paddle wheels, and, besides having steam, it was largely a sailing vessel. Brunel & Scott Russell, the designers, were certainly far in advance of their time, though nowadays a vessel of such tonnage is regarded as quite small.

This boat was never a financial success, though she did good work in the 'sixties, mainly in laying cables. The *Great Eastern*, however, is now a thing of the past.

Brunel, whom I have mentioned above, was the architect also of what was then designated "The Thames Tunnel," known now as the connecting link under the Thames between the Metropolitan Railway and the New Cross trains. When I was a boy, "The Thames Tunnel" was a show place, and a fair was held there daily.

I cannot conclude these remarks about Mr. Denny and Mr. Dickson without mentioning that both of these charming personalities are octogenarians. I wish I had met them earlier in my career, but this is decidedly a case of better late than never.

Mr. Dickson is now chairman of the company, which is a public one, with a share capital of £1,220,000.

Denny, Mott & Dickson, Ltd., have quite a unique business. They have always been very large importers of teak and other hardwoods, together with some soft-woods. Their principal customers were shipbuilders, railway companies and other large consumers of timber. During later years they have developed an extensive interest in White Sea and other European material, besides undertaking the direct export of woods from the Pacific coast of America. For many years they earned large dividends for their shareholders, and a little patience will show in the near future that in this connection the capabilities of the concern are in no way diminished.

A very fine company epitomises men and things of Denny, Mott & Dickson, Ltd., and that it and its vitalising influences may long flourish is my sincere wish.

Louis Bamberger

Major A. P. W. Bamberger, D.S.O.

One is always diffident in writing or speaking about one's own kith and kin. However, I do not think it would be out of place here, before I conclude *My Memories*, to give just a few details as they appear to me of my eldest surviving son, though I feel quite sure he would deprecate my mentioning him.

I had five boys, and Prier, the subject of these remarks, was my second. The eldest, Cecil, was quite a clever lad, but unsuited to business. At the age of seventeen, he passed into Woolwich Academy without the aid of a crammer, and started his military career. On leaving there two years later, he was at once gazetted as a 2nd Lieutenant to the Royal Corps of Engineers. Two years later, at the age of twenty-one, he became a 1st Lieutenant, and spent most of the remainder of his career in India. Early in 1914 he became a captain in the same corps, and on the outbreak of war, he came over to France with the Meerut Division. He was killed in December of that year.

I had confidence in the ability of this boy, and I am sure he would have gone far.

Prier, from the time he was quite a lad, seemed always to have the commercial element in his character. He entered my office at the age of eighteen just the same as any junior, and was treated as such. There was no pandering to him, and he never expected it, but just went about his work with the object before him of getting on in the world. I am pleased to say he has succeeded far beyond my expectations.

As soon as he felt his feet, he became a leader, and well do I remember it. He came home one day, and told me he had bought a cargo of spruce. He was not then a partner, and had no authority from me to buy. Any-

how, in his action I discerned the independence of the man, playing from his own bat, and, of course, believing he had done the right thing. Though this particular venture turned out badly, it showed me I had the guidance of one who, with experience, would become a leader of men. Such he has proved himself to be, and a very capable one at that.

He has hosts of friends, and everyone calls him "Prier," which is an excellent sign. He has still a large future to look forward to, for he is an ambitious man.

H. R. W. Bamberger

My other son is quite different from his brother. Prier takes most things very seriously, but his brother, to whom I am now referring, is always cheerful, full of jokes and nonsense, and one of the brightest of men. Nothing in particular worries him, for he simply won't allow it to do so. In his jocular way, he will remark, "Business is simply d——d awful!" but as he always says so everyone treats it as a joke, never knowing when he is serious.

He came into my office after studying one year in Germany and one year in Belgium to learn the languages. He started at the bottom as a junior clerk, and experienced all the drawbacks of that position, and so he learnt his trade.

It was my custom to send every junior to the docks to participate in the tallying of a ship. This meant that they had to be at the docks at six in the morning, and my son took his share of the work. The firm, of course, paid for their breakfast, and for this the munificent sum of sixpence was allowed. My son, full of fun, as usual, told me on one occasion he had spent his "tanner" at a "pull up" coffee shop at Rotherhithe,

and had obtained a pint of "thick," a kipper, and a couple of "slabs." This was his description of a pint of coffee, a kippered herring, and two slices of bread and butter.

When I took over the Bristol business, young as he was, not quite twenty-one, he elected to go and live there, and look after the concern, which, I am pleased to say, has turned out a success.

He, like his brother, is full of energy. No work is too much for them, hence their success. "Jack," as we call H. R. W., is well-known in the West of England, and universally liked, for "they all love Jack."

H. T. Walcot

H. T. Walcot was an Irishman, and one of the best. He was largely interested in the pine trade, and was associated with the firm of McArthur Bros., of Quebec and Montreal, which was afterwards known as the McArthur Export Co., Ltd., and, still later as the Harper-Wade Export Co., of Quebec.

Mr. Walcot was also agent for several other important Canadian timber producing concerns. Some years before his death, his business was turned into a limited liability company. This company was voluntarily liquidated and the business reverted to the late H. T. Walcot and F. W. Atkinson, the latter of whom was also secretary of the company which traded as Walcot and Co.

Mr. Atkinson, who continues sole proprietor of the business, is associated also with the important firm of Singleton, Dunn & Co., Ltd., Glasgow and London, acting as their Pacific Coast representative.

I should mention that Walcot's son passed out of Woolwich Military Academy as my eldest son entered,

and both of them were eventually commissioned in the Corps of Royal Engineers.

William Rayner,
Foy, Morgan & Co., Ltd.

This man has certainly made his mark in our trade circles by ability and perseverance. Before I proceed to speak further of him, I must deal with his father, the late Wm. Fredk. Rayner, whom I knew very well in the early 'seventies when he occupied a leading position with Steel, Marshall & Co., then in the trade. I represented this firm a short time, and thus became acquainted with him, following the close of Steel, Marshall & Co., who went out of business. W. F. Rayner started his career with Harding & Co., of Southwark Bridge Road, then a largish firm with, I believe, offices in the City, the yard being now in the possession of our old friend John Archer Smith, with whom Mr. Rayner served many years. He died in 1905. Young Rayner, as I must now call him, was first of all with J. Archer Smith and then with Vigers Bros., with whom he remained five years. Amongst his many activities, he has been associated for several years and has done good work with the London Staffs Committee of the Benevolent Society, of which body he was the chairman for two years, and in 1926 was elected a member of the Board of Management. I think his greatest work, and where we all have such a good recollection of him, was in connection with Mr. Farrar Ranson, who founded in 1920 those timber lectures with which his name will ever be associated with great honour to himself and benefit to the trade where his whole life has been spent. In 1926 Mr. Rayner became Hon. Timber Curator to the Timber Trades Technical Education Committee,

which has grown to such importance, and to which some time ago he transferred with great generosity his valuable collection of timber specimens. I have known him ever since he joined the firm of Foy, Morgan & Co., about twenty-two years ago, where he has certainly gained the respect of everyone who knows him, with his shy and reserved manner. A truly remarkable career.

"The Chiel"

Another personality of the time was young Cripps, who, when I remember him, was the first editor and, I believe, also the first proprietor of this identical paper, *Timber*. In his opening remarks he quoted the words, "There's a chiel amang ye takin' notes." This impressed me very much, because his *forte* was undoubtedly his little spicy bits about members of the trade. The same quotation would not apply to me, as what I have written here is entirely from memory, and to my recollection I have never taken a note in my life.

Then and Now

I have often heard it said that, compared with nowadays, it was quite easy work starting in business fifty to sixty years ago. I can assure my readers it was nothing of the sort. In those days credit was extremely difficult to obtain.

To-day credit is easily obtainable; in fact, too much credit is forced on newcomers. Also the banks permit fairly large overdrafts. These facilities were not to be had long ago. The trade was then mostly in the hands of large firms, who resented any person leaving their employment to start independently, and instead of

giving a helping hand, they tried their very utmost to keep their young competitors down.

There were no small brokers then to help the beginner to obtain credit, though in this respect conditions changed later in my career. Many of those firms that started during the last thirty or forty years, some of whom are now in a large way, should remember these small brokers with gratitude for what they did for them.

Private banks were the principal bankers then. Most of them have been absorbed by the larger joint-stock concerns. Discount facilities were difficult, and one often had to resort to small discount houses, who required a 10 per cent. margin for their security, besides a heavier rate of interest.

The cause of failure of many firms then was that the principals did not attend to their business, but spent more or less the whole of the day practising at "The Bar" in one or more of the then well-known taverns in the city. I don't think I am exaggerating when I say that at any time of the day at least a couple of members of the trade were to be found in these popular resorts. Others wasted too many hours playing various games.

In conclusion, I should like to say to those "croakers" one sometimes meets, don't worry yourselves about what others are doing; stick to your job, and your job will stick to you. The timber trade is a fine, manly business, and if you put all your energy and soul into it, you must succeed.

EDWIN HAYNES,
The Timber Trades Journal

I believe my acquaintance with the subject of this sketch dates back, it must be, at least fifty years. I well remember the advent of *The Timber Trades Journal* in our midst, which certainly created a furore as it was the

first of its kind to appear amongst us. This must have been in the early 'seventies.

Some of the then old fogies of the trade, and, I fear, there were many who came within that category, considered it a piece of impudence to probe into their affairs for publication. They certainly did not look upon it as an unmixed blessing. They soon, however, got over it, and to-day I should like to ask some of my former colleagues whether they do not now eagerly look forward to their first post on Saturday morning to scan all the latest in the Trade Press.

I at once admit that ever since the first number of our industrial publications appeared, I have never missed a copy. Although I am now out of business for some years, I always look forward to reading the week's doings. It is to the credit of Wm. Rider & Son, printers and publishers, Bartholomew Close, E.C., that they launched the first timber trade journal in London.

I never knew the senior partner in this firm. His son, Mr. W. H. Rider, whom I knew very well indeed, certainly had a personality of his own, which soon got him into the confidence of most of the then "big wigs" in our trade.

"Young" Rider, as we called him, was not well known to the trade in general. One occasionally found him at the discussion of prominent affairs of the trade. He was quite a good speaker and possessed a very charming personality.

I remember Mr. Rider's son, who, I do not believe, was ever associated with the parental paper. The last I heard of him was that he was the proprietor and editor of a piano publication, which never was a success, and which has ceased to exist for many years. The indoor work of *The Timber Trades Journal* fell mostly on the shoulders of Edwin Haynes and "Young" Rider, the latter of whom retired from the firm and went to live in

Paris, where they were publishing a Continental timber newspaper.

Mr. Haynes became the editor of the journal, and continued so for many years, until his retirement a short time ago. Haynes was a really pleasant man to spend an evening with. I ought to know, as I have passed so many with him. A jolly good fellow, but inclined to be a bit slow in speech and a better listener than a talker.

Edwin Haynes was a regular encyclopædia of the timber trade. If in doubt, one had only to ask Haynes, who was never in doubt, and who knew everybody and everything worth knowing. He is now enjoying a well-earned period of leisure, and I wish him every comfort and happiness in his retirement.

Haynes was succeeded in the editorship at the end of September, 1925, by T. Mortimore Sparks; Haynes continued his connection with the paper in a consultative capacity for about a year after that date, during which time he gave his valued experience and knowledge for the benefit of his successor, who much appreciated his advice. I certainly have found in Mr. Sparks a worthy successor to Mr. Haynes.

There was a man named Biddle who acted as City representative to this journal for many years, and regularly attended the weekly auctions. He was well known to most of us. I cannot remember young Rider ever attending the sales, and as for Haynes, he seldom turned up. It certainly was left to Biddle to bring in all the information he could gather.

WILLIAM GILLIGAN,
Editor and Director of Timber and Plywood

Everywhere described as "One of the best," he is a real good and jolly fellow, with plenty of "go" in him.

Louis Bamberger

He never walks, but just bobs about, and with such a frame as he has to carry, his progress in London and all over the country is simply marvellous.

He certainly has made his mark in the timber trade in a comparatively short time. I don't believe it is more then ten years since he became known to any of us over here, when he came from Dublin, and took on the job of editor of *Timber*, although I understand that for close on thirty years previously he acted as Irish correspondent of the paper which he now controls.

Timber and Woodworking Machinery, as it was formerly known, has changed its name of late years to *Timber and Plywood*, and by the latter designation it is now well and widely known. This paper, which has had several editors, has been about forty years in existence.

I can say positively that Gilligan is the most popular man *Timber* has ever had. I have known him personally only a very few years. The first time I met him was at the consecration of the "Arbor" Lodge of Freemasonry, known as the London Timber Trades' Lodge, of which he was undoubtedly the initial founder. I feel sure that without the enthusiasm Gilligan put into the work, the Lodge would never have seen the light.

He was at once appointed its Chaplain, and still holds that office. Anyone knowing "Father" Gilligan could hardly believe it is he, when he recites the Masonic Prayers in that peculiar tone so favoured by parsons. But it is he, and, if everything else fails him he might be a successful candidate for the post of professional padre!

I don't think it would be fitting to close this description of "His Riverence," as Gilligan is frequently styled, without referring to that great gift he possesses in a tongue which is as "the pen of a ready writer."

In speaking, a short time ago, of a certain individual I knew in the trade, I said he was certainly more loqua-

cious than Gilligan, with this difference, that Gilligan has that brilliant Irish wit which the other had not. If you want to spend just a quiet evening yourself, only to listen, then by all means invite Gilligan, who can, I honestly believe, go on for hours without even requiring a lubricant. His refreshment is about as modest as himself, he asking only for cyder—that abomination of drinks—and nothing more. He does not even smoke, so if you have plenty of patience to listen to his witty and humorous sallies, he is quite an inexpensive visitor. His daughter, Ethel, a very charming, real Irish girl, who acts as her father's editorial assistant, told me the other day that whenever I ring him up on the 'phone at his home, they know he will be fully occupied for at least twenty minutes. Well, I am equally sure of it, but I am correct in saying that Gilligan himself would monopolise the conversation for at least fifteen of the twenty.

A short time ago I rang him up. His usual "Hello, is that you, Brother Bamberger?" was followed by a flood of eloquence, until at last I was obliged to stop him and say that I and not he had paid for the call, and that it was time I had my say.

I can only conclude, in speaking of this remarkable man, that he certainly, in a very short space of time has gained the respect and esteem of the whole of the trade. He is a live man, and we all admire live men.

MEMORIES OF THE PIANOFORTE TRADE

MEMORIES OF THE PIANOFORTE TRADE

These memories originally appear in the columns of 'The Pianomaker'

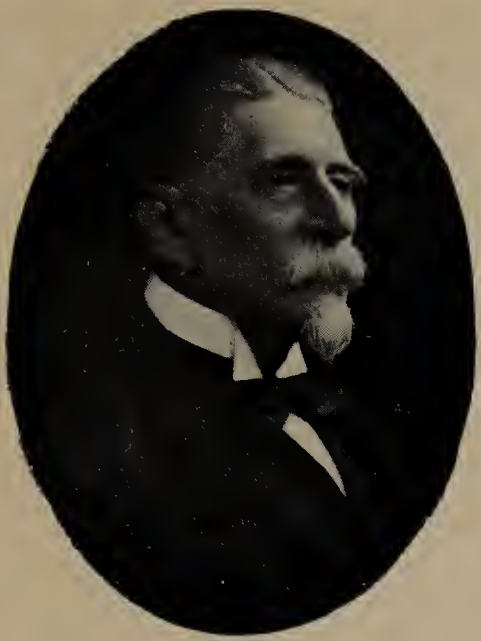
WHY I am doing this I really don't know, except as some sort of penalty for being chiefly responsible for the editor joining the pianoforte industry. It came about in this way. J. & J. Hopkinson, of which I was then the chairman, wanted a junior, and Herbert Sinclair had been sent up to us by the late Kenric Murray of the London Chamber of Commerce. I remember saying to him, "I suppose you have come south to make your fortune like every other Scotsman?" The answer was non-committal, "That is the general supposition." I repeated the words "general supposition," and instinctively gave him the job. My one memory of Sinclair at Hopkinson's is that when I had to go through the factory—and that was often—whenever I met him walking through one of the "shops," he had a smile on his face and a peculiar little whistle. If he doesn't smile nowadays, perhaps it was he didn't realise then what the trade was! Anyway, he had the foresight to see that a trade paper with grit in it could succeed. To go back to my introductory sentence, time and again have I been asked to jot down memories of men and times of the past, and only through the insistent demands of the editor have I consented at last to bring back to life, as it were, men and matters almost unknown to the present generation.

How I got attached to the pianoforte industry arose through the 1851 Exhibition. My father was then

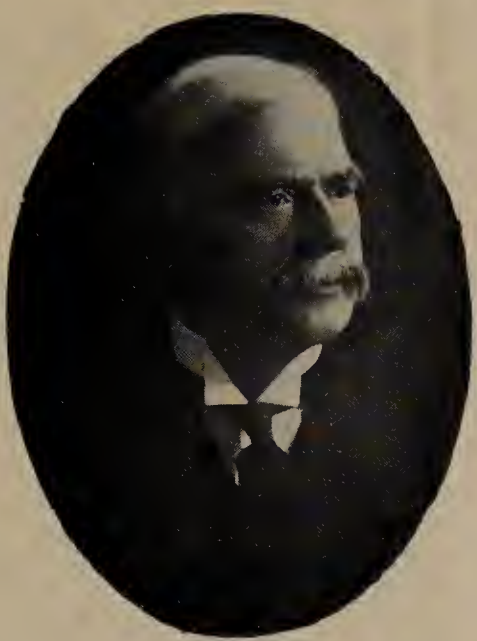
connected with the leather trade, but as he was passing through the musical section of the Exhibition, he saw the business possibilities of handling the Swiss pine then on show; known then, and ever since, as bellywood. He became the sole importer of this pine, and when the supply was exhausted in Switzerland, the forests of Galicia were drawn on, and eventually Hungary and Roumania became the source of supply. To-day, ready-made bellies are imported to a large extent, but in those days every piano-maker made his own sound-boards. It was thus through my father's connection with the trade that I also became attached to its ranks.

Henry Ward

One of my early recollections concerns Henry Ward. As a connecting link, I have first to make mention of Middleton & Co., whose factory was situated at Finsbury, E.C. Middleton was quite in a large way of business for those days. Later on, he took his son-in-law into partnership and the name was changed to Middleton & Copley. When that firm failed, Copley went to Henry Ward as a tuner. The Ward factory was then in Great Russell Street, Bloomsbury. Henry Ward lived on the premises, his factory being at the back. I remember the Copley incident so vividly. It was my first call on Henry Ward, and Copley, having known my name, suggested I should come back after lunch when I should probably find Mr. Ward in the most approachable mood. At times, like other makers of his day, he let his tongue wag freely! So, after lunch, I went back, and I can still remember seeing Henry Ward coming down the stair and looking at me from head to foot. I told him who I was. What an outburst! He ordered me out of the place, and dared me to come



The Late J. C. Collard
Past President Music Trades Benevolent Society
(*See pages* 229-235)



Alexander Dow
First President of the Federation of British Music Industries

The Late John Wood
(*See pages* 225 *and* 229)

[*Face page* 222

The Late Duncan Miller
Secretary Music Trades Benevolent Society.
(*See pages* 233 *and* 254)

back again. I went back a short time afterwards and was again warned off the estate! Ultimately Henry Ward softened towards me, and for years afterwards and until his death, I was on the best of terms with him, and used to be invited out to his place at Finchley to play tennis with his daughters and himself. I found out the reason for the outburst referred to, was that Henry Ward and my father had had a quarrel some years previously.

Early Rogers Days

If I had taken my old friend at his word at our first interview, I should have been the poorer in pocket and in friendship, but I knew I had the goods he wanted, and I just made him see that we had to be friends. In those days we had to have "grit," and "No" was not often taken as an answer when there was the chance of business coming along. It's what the young business man of to-day has got to get back to. We didn't trouble very much about golf then! Before I leave Henry Ward, some of my readers will remember he built a large factory in Arlington Road, Camden Town, and occupied it for some years. Later on, he built another factory adjoining, so as to oblige his old friend, Charles Challen, whose factory close to Euston Station had been acquired for street improvements. The premises were subsequently occupied by George Rogers & Son, before they moved to Fitzroy Road. Mention of this name reminds me I was well acquainted with old George Rogers, whose premises were in High Street, Camden Town. With his sons, Tom and Charles, he built a large factory in Archer Street, Camden Town, which they occupied until they sold the business to Dr. Vincent, together with the showrooms they had opened in Berners Street. Charles Rogers was in charge of the

factory, and Tom had the showrooms under his control. Old George Rogers was known to make good pianos in his day, and I am pleased to think that the fame of the Rogers is still in the ascendant. So many of the firms I knew then have gone out of business.

Henry Ward was also the owner of several private houses in Arlington Road, adjoining his factory, and it was really a pleasure to see him coming away from his tenants with a smile on his face, probably begotten by the cash he had just added to that previously in his pocket! He was his own rent collector. Ward was also an ivory cutter, cutting tusks for piano key work. In those days most or all of the large makers had their own key-making departments. Lime tree was the favourite wood used, until the much cheaper basswood came along. Lime tree was a very costly wood, in so far as little of a plank was good enough for key-making, and a consequent big wastage. Basswood held another advantage in that it was usually shipped "kiln-dried."

"Tom" Brinsmead

With all the talk about trade associations nowadays, I want to make an early reference to my good friend, the late Mr. "Tom" Brinsmead, father of Mr. "Bertie" Brinsmead, of Goddard's. Tom was a most charming man, loyal to his friends, and the day he left the old business meant much to the firm and to the trade. Tom Brinsmead was one of the first members of the big houses of those days to recognise the worth of association work, and, as he told me many a time, there was something better to be created than the trade jealousy which then prevented some of the makers showing common courtesy to one another. Here was a pioneer of the get-together spirit, and he ought never to have

left his father's business. I suppose many people will not remember, talking of Brinsmead's, that old John had a brother Henry who carried on as a piano-maker in Rathbone Place, and whose trade subsequently was taken over by his better-known brother.

John Wood

Just as I am writing these notes I learn of the death of my old friend, John Wood, of Cramer's, who was very active in association work many years ago. In the very early days of the P.M.A. he was a regular attendant at the Council meetings, and by his presence and advice he always helped matters to run along smoothly.

Early Days of the P.M.A.

My reference to John Wood takes me back to the early days of the P.M.A., or, as it was when I knew it first, "The Society of Musical Instrument Manufacturers and Wholesale Importers," and later as "The Musical Instrument Trades' Protection Association." (I have not yet got the journalistic knack of putting that cohesion into one's narrative as friend Sinclair would, but I am still hoping to rival him!) When I take my memory back to the first stages of trade organisation, one figure stands out, the late James Wallis, of the Euston Road firm which bears his name. He was undoubtedly the founder of the original association, which in time changed its title to that which is conveyed by the letters, P.M.A. Until his death, I believe, he was its President. James Wallis was an extraordinary little man with a wonderful brain. Although crippled and having to be wheeled about, he was an excellent

chairman—clear-headed—combined with a very pleasant manner. I can very well remember, usually after an association meeting, with several other members I was invited across the road to his house—as he then lived over his shop—to receive his hospitality, which was proverbial. That was before he moved to Green Lanes, where he died—much too soon. I cannot forget him, he was a wonderful man. His right hand support was the late H. E. H. Standish, whose devotion to duty during the war brought on his death. Mr. Standish carried on the tradition by wielding the secretarial pen on behalf of the P.M.A.

As the Association is at present constituted, it may be asked why I, a timber merchant, was elected to its Council. Here is the story: I was invited to the first annual dinner of the original Association. I think I made some comment on the extraordinary arrangements of the dinner, not only for the comfort, or discomfort, whichever you will, but also the general programme. The seating was anyhow, sit where you liked and as you liked, which meant that each little clique dined alone at a long table, with many intervening spaces. I remember the speeches—real "shop," just toasting one another; the roasting was done elsewhere! Anyway, the arrangements for the second dinner were left in my hands, and for many years afterwards I undertook the duty, while my friend, the late Percy Mason, carried on the secretarial work in connection with the dinners. It fell to me to get all the speakers, and not only did I get a real live Lord Mayor to grace our festive board, but on one occasion that veteran, T. P. O'Connor, was the guest of the evening. Another reason why I was elected to the Council was because the other members knew I was acquainted with most of the makers, and that I could be useful in securing the additional members they

required. So what with inducing Sinclair to stay in the trade, and in helping to build up the manufacturer's association, I ought not to be burdened with writing up my reminiscences. Still, there's pleasure in remembrance.

A day or so after my first effort appeared in *The Pianomaker*, I entertained four editors to lunch, and whether or not I caught a chill sitting between the four accents of the countries they represented, I do not know, but I had to take to my bed! However, I am now able to resume my narrative in so far as it relates to the society which was the forerunner of the present Pianoforte Manufacturers' Association. As far as I remember, the following were the chief members of the Council: Wm. G. Thomas, Tom Brinsmead, J. Hillier, Snr., Justin Browne, Guiliano Ajello, George Burling, "Johnnie" Beare, Nelson Samuel, Archibald Ramsden, with James Wallis as President. Later on such men as J. G. Murdoch, Jnr. and others stepped into the ranks.

Price Cutting Thirty-Five Years Ago

William G. Thomas was a very loquacious little man, slightly deformed, but with a good deal of brain power. Somewhere about 1893, he endeavoured to stop unfair trading. I believe he tabled a proposal that where it was found a maker was putting pianos on the market at unprofitable prices, the supply people were to be informed and that materials were thereafter to be supplied for cash only to the offending maker. Mr. Thomas also suggested that the makers should withdraw their support from any house which continued to supply the offending firms. The discussion was adjourned, I think, but even in those days unfair competition was as strong as it appears to be to-day.

The "You-be-Quiet" Club

G. Ajello, happily still with us, was a regular attendant at the meetings, and I believe for a time was our chairman. John Beare, affectionately spoken of, then and now, as "Johnnie Beare," was one of the representatives of the small goods section. So also was the late Nelson Samuel. The latter was possessed of a wonderful brain, quick to see a point, and was a very active and useful member of the Council. At the time I speak of, I do not think his firm had entered the piano making field. Archibald Ramsden was quite a character in his way, and has gone down to history as the founder and chief financial supporter of the "You-be-Quiet" Club. The membership fee was 1s., which entitled even dealers from the provinces going to the "club-room" when in town to enjoy a good glass of the wine of Scotland. Mr. Ramsden had his place in Bond Street, and was a large importer of German pianos. He also handled British instruments. Some of his fellow members on the Council naturally were up against imported goods, and sometimes there were "scenes" at the meetings on this point. On one of these occasions I also entered the arena against him, and after the meeting was over, he turned to me and said, "You were their leader. Anyway, come and have a drink," an invitation duly accepted, and we were friends ever after.

Securing Memebers

In those early days of the society, many of the leading firms could not be induced to become members, and I was asked to see what I could do to change that attitude. Of Broadwood's, Major George D. Rose was

then a partner and director of their factories. I know that although he is now in Australia in retirement from the Beale business there, he is keen reader of *The Pianomaker*. He was somewhat difficult to approach, and if he will permit me to say so, there was an aloofness which was not understood until you had gained his confidence, and then one felt there was a great deal of kindness hidden under an outward icy feeling. After many interviews, at last he promised to attend one of the annual dinners. And having thus broken the ice, Rose afterwards became a prominent member of the Council. I also had to approach Collard's. Mr. Cecil Collard, when I first knew the firm, was the director of the factories. He was the perfect gentleman, always most courteous, and ever ready to give one a few moments however busy he might be, although perhaps he might never want to give you an order! Later on I got to know Mr. John C. Collard, who was then the head of the firm. He was a particularly charming personality. I remember inviting him to one of our annual dinners, and after a time he accepted the invitation and came as a guest of his friend, the late John Wood.

It will be seen, at least I hope so, it was no easy task roping in members for the Society, and getting them to mix as one body, but with gentle persuasion eventually the society was representative of the trade. A little later I will touch on some of our after-dinner speakers, but for the moment I am going to drift back to a memory of my very early connection with the trade.

Pianos and Jewellery

William Rogers was one of my early acquaintances in the pianomakers' ranks. His place of business was

in Seymour Street, Euston Square. He was well known in the trade as "Pudding" Rogers and/or "Plum Pudding" Rogers. The reason for this was that not only was he a piano maker, but he kept what was known in those days as a cook-shop or eating-house. I cannot see many of our present-day makers acting in that double rôle! Rogers was an extraordinary individual. He lived over his shop, and his little factory was at the rear of the premises. Outside of his piano business, he was nearly always dealing in jewellery. I think it was significant of those days, for he was not the only one to offer me jewellery. These pianoforte makers must have been dealing mostly with jewellers and other fancy goods dealers and less with pianoforte dealers. I can well remember Rogers forcing the sale of a watch and chain on to me. I told him I couldn't afford to have a gold watch and chain, but he showed me his way of doing it. His system was to sell you the jewellery and you could pay him by deducting so much from each transaction you had with him. I saw that the "deal" meant a good few orders, so I took the watch and wore it for many years, and I verily believe it cost me nothing! I made the editor laugh when I told him the story of my first gold watch.

Rogers was also very fond of dancing, and if alive to-day and in his prime would doubtless be a leader of the new dances. When he was building his new factory on the corner of the block he was then occupying, and which until lately was the exit of the City and South London Railway, he was particular that the bottom floor should be well laid so that he could occasionally turn out everything and give a dance. Many a time have I danced there, and thoroughly enjoyed myself dancing with his daughter. There were very few public dancing places in those days, and that was why William Rogers had an "exclusive" floor of his own.

In those days, one of the happiest places outside of London was the Rosherville Gardens, near Gravesend, well advertised as "Rosherville Gardens, the place to spend a happy day." On several occasions Rogers and I took a steamboat from London Bridge and had dancing to our hearts' content. William had a son and a daughter. The former went north and, I believe, started as a pianoforte dealer. Young piano makers and suppliers of to-day seek their pleasures in more distinguished places—and unquestionably more expensive—but I am ready to back Rogers "exclusive" floor for really jolly enjoyment!

Those who attend trade dinners nowadays will have noticed the remarkable change in procedure. Years ago it was the custom to get some star speaker to deliver an oration; to-day, a dinner seems to be a longish menu, speeches reduced to a minimum, and a musical programme of sorts. I do not know whether the art of public speaking is lost, or whether modern education is such that the minds it moulds have need of some other intellectual entertainment, but when first we were running the dinners in connection with the trade, we did have some men of brilliance. I suppose it is because we have so few really brilliant speakers to-day, and having suffered from the boredom of the others who talk about nothing and take a long time to say it, that people attending dinners prefer to listen to comedians and jazz.

Good Speakers

In a minute or so I am going to say something about the men I had to bring in from outside to make up for the paucity of real speakers within the ranks of the trade, but I must make a passing reference, first of all, to one who in my mind stood head and shoulders above

the lot—Ernest J. Moore, brother of our old friend, Alderman Keatley Moore. I am pleased to think that the latter, like myself, still feels young! Ernest Moore was a brilliant after-dinner speaker, he had a fine voice, and he knew how to use it. Then there was another speaker who was almost within the ranks, the late Mr. G. F. Assinder, of Crofts & Assinder, Birmingham. He was also a barrister, although he never practised. His voice was refined as was his personal appearance, and there was no inattention when he got on his feet; he had the true art.

Nothing Doing!

On one occasion, we had breezy old "Taypay" O'Connor to keep us company, and on another, my old friend, the Hon. Charles N. Lawrence, afterwards Lord Lawrence of Kingsgate. I can remember very well the phraseology of the person who proposed the toast associated with Lawrence's name. He began with the usual slogan of that day, "Now that we have a Railway Director with us, what can we get out of him?" Lord Lawrence was then a director of the L. & N.W.R., and afterwards became its chairman. I remember turning and whispering to the speaker, "Now, you have let yourself in for something!" and whether it was thought reading or not, the challenge was accepted by Lawrence, and he said he was quite prepared to assist the previous speaker, and was ready to meet him at Euston Station and go right through the rates for all the stations. "That means three or four hundred stations to grapple with," and I think the resultant laugh prevented the previous speaker from doing some real hard work. Other speakers were the late Sir Joseph Dimsdale, and a further friend of mine, Mr. R. R. Dobell who, at that time, was

one of the ministers of Sir Wilfred Laurier's cabinet in Canada.

Founding the Benevolent Society

One of the standing monuments to the work of the old Association days rests in the Music Trades' Benevolent Society of to-day. When you think of its humble beginnings, and of the number of people who are getting just that so much in their old age to keep them from the fear of poverty, the thought comes that we were just as effective in those days now considered to be old-fashioned.

The way the society was established happened thus:

Later on I shall make refernece to Burling & Burling, but for the moment I confine myself to one of the partners, Edward Burling. I had heard that he was in a very bad way in a local infirmary, and the information came to me just before one of the Annual Dinners, when James Wallis was in the chair. I told him the circumstances, and said, "Here is a good opportunity to have a whip round for the old chap." Mr. Wallis launched an appeal, but the response was so paltry that I really felt ashamed there was no institution connected with the music trade from which Burling and others could get help. Before the small amount collected at that dinner could be handed over to Edward Burling he had passed away, but it formed the nucleus of the Benevolent Society. At once I set about approaching all the big firms, many of whom took up my idea with enthusiasm, contributing £100 each as a donation, and giving a fair amount as subscriptions. On the strength of that response, I called a meeting of the trade at the Midland Hotel, St. Pancras, and officers were appointed. To-day, the same secretary, Duncan Miller, wields the secretarial pen, and I am sure he is ready to accept every-

thing from a shilling upwards. If my memory serves me aright, I think there is invested funds of £20,000, so that if the original appeal for Edward Burling did not help him very much, I feel certain that hundreds of people since have received much relief from the society, and I sincerely hope its beneficent work may continue as long as the piano trade exists.

Cadby's "Marble Halls"

When I first went to the city, there were few places where a lunch could be obtained, except at the old-fashioned eating houses. Such institutions as Lyon's now provide the help to the budding financiers and merchants of the future, and as a link with the piano trade, the Lyon's headquarters at Kensington were originally built for a pianoforte factory. Charles Cadby, when first I knew him, had his factory and residence in Liquorpond Street, Holborn. He had peculiar traits, and always received one most politely in his dressing gown and cap! The Metropolitan Board of Works required his premises for street widening, so he was bought out, and he built his factory at Cadby Hall, so that if now his fame as a piano maker is of the long and distant past, his name will live so long as people want something to eat! When he was in Holborn he was well known in the trade, and I believe his was quite an old business. While my memory takes me to the Kensington district, how many of the present generation know that the famous French firm of S. & P. Erard once had a factory there? When I knew it, the management was under the control of Mr. Brouseau. I can well remember when they decided to give up their London works and transfer the whole of the business to Paris. They sold all the stock, including a huge quantity of timber—some of which had been

in stock quite ten years—a veritable gold mine at to-day's prices. A little further on in the western district was the Kirkman factory situated, now in the occupation of Waring & Gillow. Their showrooms were in Soho Square. I believe the last proprietor of the business asked Mr. John Collard to buy the goodwill of the name, for a nominal sum, so that unscrupulous persons could not make money out of it by improper use.

Yes, Burn the Old Crocks

For the moment I shall have to sidestep my historical narrative, and come to something more topical, the Convention. When I saw references in the daily Press to a proposed bonfire of all the antiquated pianos, it took my mind back to the days when I was a Common Councillor of the City of London. In those days, as I am now, I was all out for British pianos. I knew that England was the home of the piano, and that at one time 75 per cent. of the export trade of the world in pianofortes was credited to London. To the present-day pianoforte manufacturers, I give that fact. Without being egotistical, I believe I have within me the inherent love of music. It was an honour, equally a pleasure, to find myself on the committee responsible for the supervision of the Guildhall School of Music. Mind you, I was then regarded in the City as one of the champions of home industries. I had to visit the school. What did I find? That the pianofortes on which the students had to practise were supplied, mostly, by one firm—British. Such an out-of-date lot of old crocks let me never see again. Bless my soul, it was an insult to British Arts and Craftsmanship that such instruments should be set before those students who would always remember the quality of the pianos on which they had

to play. There is this to be borne in mind, the young mind is the most impressive and the instantaneous impression would be diametrically opposed subsequently to the interest of British pianos. Quixotic campaigns against foreign goods will never exist unless there are solid bulwarks behind the British effort. I found that the British pianos had been in the school for many years, and on the other hand I was informed that the few foreign pianos then in the school were exchanged periodically for the latest models. If anyone knows how keen I was to shove in British pianos wherever there was the opportunity, no one but the Editor of *The Pianomaker* can better testify. It was with chagrin, therefore, I discovered that the thought which obsessed the British firm was that any old thing would do, when the foreigners were evidently imbued with the truth that nothing but the best was good enough for advertising purposes. Pianofortes in such musical centres as the one indicated by me are the best form of advertising, for in after years the students will condemn or praise the instruments on which they acquired the art of pianoforte playing. So, therefore, as a passing thought, I would say to the pianoforte trade, do indeed burn all the Ancient Mariners and give the public, according to price, the very best value in pianofortes. If in those days it was essential to give them the best musical instrument, how much more so is it to-day, in view of the varied extraneous competitors there are for the surplus of the public's cash, that the pianoforte should be of the very latest in its own particular way.

The Volunteers

A previous reference to Mr. George Rose brings back to memory that at one time the pianoforte industry

was closely associated with the volunteer movement. Several of the large firms had companies attached to various regiments. There was the Broadwood Company connected to the old Queen's Westminster Rifles, memories of which will still be fresh to George Rose, or, as he then was, Major George Rose. Then the old-time London Pianoforte Company, which I understood was a branch of the J. B. Cramer business and quite distinct from any similar-named firm of the present day, had also a company under the captaincy of the late John Wood, who died quite recently. Mention of the London Pianoforte Company brings to my memory the manager of the concern, John Geary, and a man named Frusher was the chief clerk. Later on I remember John Geary starting on his own, building a factory in Kentish Town, with Frusher as his manager. Afterwards the factory in question was occupied by one of Henry Brooks & Co.'s sidelines. To those who still retain memories of the old days, it may be of passing interest to recall that Geary's foreman was named Poley, whose son became one of the leading architects. It was only the other day I read in *Country Life*, a paragraph about a cross section of St. Paul's Cathedral having been drawn by a Mr. Poley. I wonder of he is the son of the Mr. Poley of the London Pianoforte Company whom I knew so well?

A Great Pianomaker

While in the Chalk Farm District I must make a passing reference to the old-time firm of Muggeridge and Ulph. Their factory was in Belmont Street, Chalk Farm, and I understood the whole output was absorbed by Messrs. Chappell of Bond Street. Eventually the business was taken over by Chappell's, and I believe

the Muggeridge & Ulph site still forms part of the existing Chappell building. I think one of the greatest pianoforte makers ever connected with the British trade was a one-time manager of the Chappell factory, Mr. Glandt. He had the science as well as the practice of pianoforte construction. I believe he came from Poland and had learned his business in the Steinway factories. He was a very genial individual. After a time he told me he had been elected to the directorate of the Chappell Company. Unfortunately, both for the firm and himself, he was taken ill with an incurable disease. I remember visiting him in St. Thomas's Hospital, which he left shortly afterwards, but his ailment was incurable, and his passing away was a loss to the British pianoforte trade. As a passing reference to Chappell's, I am pleased to think that another of my Hopkinson protégés (like the Editor), Ernest Gowland, is factory manager. His grandfather, "Big Gowland," came with the brothers Hopkinson from Leeds and he was mostly responsible for the building up of the Hopkinson name in the old days.

A Blessing

The other day I was having a chat about old time customs, and as to how much business between supply houses and piano-makers used to be transacted in certain recognised public houses. One day in one district, another day in another, the bargaining and drinking went on sometimes to closing time. That, thank Heaven, is but a bad memory of the past, but those were the days when drinking hours were long, drink was cheap, and when, evidently, there was more money made out of the piano trade! There were real characters among the elbow lifters, and I will make reference to some of their doings later on.

Memories of Pianoforte Trade

It is particularly gratifying to me to find appreciative interest from many members of the trade in these memories of mine, and it was a pleasure to see that Mr. Alfred Murdoch had been constrained to write about the pianoforte purely through reading something I had put on paper. Between us all, and with the public gradually swinging back to the personal performance in music, I believe that the plaint in one pianomaker's prayer, "Will the good old days come back again, will the piano trade revive?" will be answered sooner than the doleful ones ever expect. When I was a director of Hopkinson's, my advice to the Editor then was, "Put your back into it," and though I am now some years over the three-score-and-ten span, my advice to-day to the piano trade, both makers and dealers, is—go right after the public with your goods, see that the quality is right, and base your price according to the prevailing economic conditions. And now for a return to my memories.

St. Pancras Memories

When I first knew him he was James or "Jimmy" Smith, and he figured as a pianomaker under that name, but later "Muir" was added, and as Muir Smith & Co. he carried on for some time in Bayham Street, Camden Town. He made an excellent piano, as the saying was then, "well-spoken of in the trade." I can remember this business coming under the control of the late Edmund Barnes, J.P., a member of the first London School Board, now part of the London County Council. Mr. Barnes was also the first mayor of St. Pancras, and I always understood that he was the originator of the method, adopted by others subsequently, of supplying pianos to schools. I remember

Mr. Barnes also controlling another business, that of Gilbert Bauer. The latter was then in a large way of business as a manufacturer of harmoniums and American organs. Gilbert Bauer was a son-in-law of old John Brinsmead. As to Muir Smith, I was instrumental in persuading Messrs. Barnett Samuel, who then had a factory at Islington, to appoint him as works manager. I believe he remained in their employment until he died, and was then followed by his son, in the factory.

Pianomakers and Builders

I am afraid that some of the names I mention are not only not memories but are unknown to many of *The Pianomaker* readers, and when I think of George Richmond, who was a well-known maker of his day, it leads me to Munt Brothers, as Richmond, later on, was their country traveller. Munt Brothers, of Clapham, was founded by Mr. W. G. Munt, who was an old Hopkinson boy. When he had been in business for himself for a few years, he was joined by his brother, Edward, who, I understood, was a silk merchant in the City. The latter gave up his City business to devote all his energy to the piano trade. Edward Munt was very fond of building, and those very fine premises opposite Clapham Junction Station were built by him. There was an excellent shop there, and very fine showrooms, which the firm afterwards let for concerts and entertainments. The whole of the basement floor was used for their machinery department, and the upper floors represented the factory. I can well remember them applying to the London County Council for a music and dancing licence, but with boilers and machinery underneath the ground floor, it was hardly con-

ceivable the Council would grant the licence. The refusal led Munt's to acquire another site for their factory, so that the hall could be let at all times. They built two factories—one, floor factories—but owing to the pianos being exposed to the weather when being taken from one to the other, the two buildings were reconstructed and made into one. When Edward Munt died, William G. went into business on his own again, and it was a real pleasure to me to meet him after so many years at the last Folkestone Convention but one, when he told me he was well over eighty years of age. Although no longer taking an active part in the business, I hear he is hale and hearty, and running a poultry farm in Kent.

One of the Old School

I have vivid recollections of W. G. Eavestaff, of Berners Street. His factory was in the Euston Road. He had a fine old class of business, and he did know how to make a piano. It was his custom to spend an hour or two over his luncheon each day in his rooms over his shop in Berners Street. One knew exactly the time to catch him. I remember how he used to come down those stairs. He extended to you a most gracious welcome, and always asked, "Do I owe you any money? If I do, I will now discharge your debt." He was most punctual. Afterwards he would talk, and as he was most punctilious in the final looking over of each pianoforte before it left the factory, he would remark, "My people at the factory think I am a damned old fool, but I know my work, and I won't allow anything to go out which is not up to my standard." A pity all piano makers have not the same practical turn of mind!

Louis Bamberger

Ham and Beef and Music

S. Brewer & Co. had their factory in Great Eastern Street and showrooms in Bishopsgate Street. It is a peculiar mixture—ham, beef and pianos, but that is the mixture which brings back this firm to my mind. Brewer, I believe, originally had a ham and beef shop in Bishopsgate, and his next door neighbour was a music publisher. In the course of time Brewer bought out the music publisher and carried on as S. Brewer and Co., while still taking the profit from the other necessity of life, food—the ham and beef shop. Brewer made a great success of the music publishing business, and eventually built a big pianoforte factory in Great Eastern Street, which I believe is now in the possession of Messrs. Brown Brothers. At his death he left everything to his son, but the latter was not much interested in pianoforte making, and eventually the trustees wound up the business. Of course, the premises in Bishopsgate have been rebuilt and are now occupied by offices, banks, etc. Another City maker I remember was Henry Tolkein, whose shop was in King William Street, with the factory at Stoke Newington. Tolkein in his day was a pioneer in advertising pianos, and he must have had a very successful business. His factory manager was Justin Browne, and that may have accounted for Tolkein's success. Justin Browne subsequently started on his own, and I think he won the reputation of making the best built British pianos. They were absolutely substantial. If I remember, he restricted his styles to the minimum, and he never employed a traveller. Once or twice a year he used to visit his customers, and always came back with plenty of orders. One of his brothers was an actor in Sir Henry Irving's company. Justin Browne once

told me of an incident in connection with that fact. A well-known comedian came to the showrooms and looked over the pianos. He paid the price demanded, without demur, and when he was leaving the shop Justin Browne asked him why he had come to him for a piano. "The fact is, my friend, we are having so many rehearsals on our stage, and the piano gets such a knocking about, that I knew it must be good, so I saw your name on it, and came to you knowing that I could get something worth while." That comedian was Arthur Roberts, still of this world, though old Justin is, let us hope, in a better.

In a recent issue of *The Pianomaker* there was a note from "D. M." concerning a post-card expressing surprise that a Scotch dealer could not get a copy of the paper in Mexico. Let me tell that dealer something. Last week both the editor and I had a caller from America who had left England thirty-two years ago—"Tom" H. Nott—and who had been domiciled in some Middle West city in America. He said the firm he was with used to hand over the paper to him every month so that he could see what was going on. Since his return to London he had been reading my rambling musings on the past, and so was prompted to pay a visit just to say that he hoped I would continue to help the editor in filling up space. Mr. Nott used to be in the action-making world before he went to America, having succeeded his father in the business, which was founded somewhere about 1874. "Young Tom," as he still likes to be called, feels he wants to be active, so there is a chance for some action firm to get knowledge from an old-timer. The Nott business was merged into the Brooks concern.

Louis Bamberger

Names that are Mere Echoes

The pianoforte industry is a mystery. Firms come and go like mushrooms, others grow up into well-established trees until the old wood stops any further growth, and then some name once revered and honoured is but a memory of the past. Let me exemplify my slight wandering into poetic thought by quoting names of firms which will be as strange to the younger generation as characters from ancient history, or from Sinclair's Scotch Bible! Take that good old firm of Robert Wornum & Sons, of Store Street Hall, Bedford Square. No firm could be more punctilious about the upkeep of quality, and no firm produced more solidly-built pianos. Robert Wornum was one of the fine old type of English gentleman—a well-built man, with a long, greyish beard which inspired paternal respect. He was the acme of courtesy, and even if he could not give you an order, that innate courtesy which he extended to you made one forget about business and to realise that social friendship is something worth winning and keeping. *The business will come naturally.* I am sorry to think that such an old firm is no more—wiped out because, maybe, there was no desire for the commercialism to produce something which looked like a piano. In those days I never heard mention of Mr. Wornum having sons, but I believe one of his nephews served in the factory for a time, afterwards took up medicine, and eventually became a well-known doctor in Hampstead. Often I have seen him in my district, but no opportunity had been afforded me of talking to him about his uncle.

If I asked the editor: "Did you ever hear of Parfitt and Denham?" the answer would most likely be: "I was running wild in Scotland then!" However, they

had a factory in the Cattle Market when I knew them. They were a couple of the old brigade, and I believe that much of their output was taken by a dealer named Peachey, who had a well-established shop in Bishopsgate. (Curious, is it not, that in those days many of the piano shops were within the bounds of the City?) The founders of that firm were succeeded by the son of Parfitt, but after carrying on for some years, both he and the name disappeared, and the Cattle Market factory afterwards passed into the hands of C. & J. Lines, who were large manufacturers of perambulators and rocking-horses.

Good Goods at Fair Prices

The other day the editor and I were lunching at the National Liberal Club, and our conversation turned to the production of cheap pianos. Now, this all takes me back to Richard Peace, Wharf Road, City Road. He was known as "Dickie" Peace, and as "ten for a hundred"—ten pianos for £100. He may have made more expensive pianos, but that was his nickname. I revel in music. In my home I have a British pianoforte, fitted with the reproducing mechanism. It provides me with endless pleasure, and I do sincerely hope that the British pianoforte trade will forget about cheapness and give the public an instrument which will not require a foreign name to augment the intrinsic value. As one who is no longer connected with the industry, except by sentimental ties, may I express to you all the hope that you will never sell anything which does not bear a fair proportion of overheads? In every piano there is a certain amount for labour and a certain amount for materials. When you get below that certain limit the dishonesty ghost appears on the screen,

and my advice to you all is, trading on an uneconomic basis leads to Carey Street.

How many of you have heard of Charles Hampton? He used to be of Charlotte Street, Fitzroy Square. Then there was John Arnold, of Holloway Road. In his day he was quite successful, was followed by his son, but the name is no more.

The Piano Trade and Modern Day Journalism

Many, many years ago, the old firm of Monington & Weston had showrooms on Holborn Viaduct. And here is a true story. Above them was a young man named Alfred Harmsworth, who had founded a periodical called *Answers*. His capital was limited, but his vision was as the ocean, without bounds. When he produced his first issues, he so impressed the people below him—with, mind you, the spacious plate glass to which he could attach his contents bills—that they gave him space thereon for nothing. To-day, the front page of the *Daily Mail* costs something like £1,450, and I am sure that Lord Northcliffe—if I believe all that Conan Doyle says is true—will say, "Rothermere, when I had no money, a piano firm gave me a solus position; they gave me my first chance." All you pianomakers ponder over this. One of your members was the first to recognise the merit of the young man who eventually became Lord Northcliffe. *If you give the public quality, you are bound to succeed.*

When I started these *Memories* of mine, I never realised the interest that would be created, and to a "young" man of my age it is particularly gratifying to get so many messages as I do concerning personalities of the past, touched on by me. It was a rash moment when I consented to put my memories into writing, and

the timber trade Press are after me now to do something similar for them. I may turn journalist—just for the fun of the thing! I indite these personal notes by way of thanks to all those who have thought my meanderings into the past sufficiently interesting to warrant expressions of appreciation.

Camden Town History

As far as I can make out, there is still a firm of Grover & Grover connected with the pianoforte trade, not as makers, but as suppliers of timber. In my day, the business was owned by Walter and Frederick Grover. Their father, I always understood, was an organ builder in Kingsland Road, but I knew nothing of the firm until I heard they were making pianos. Subsequently, they bought the business of William Johnson, timber merchant, of Kentish Town Road. Johnson's premises extended from Kentish Town Road to Camden Road. The Grovers built a large factory which I understood they had intended for their pianoforte making operations, but the Aerated Bread Company came along and acquired the building. I don't believe the premises were actually occupied by the Grovers, and to-day, the whole of the site, from Kentish Town Road to Camden Road is occupied by the A.B.C. The Grovers operated on a large scale, and I remember they purchased the business of Avill and Smart, then in Tabernacle Street, Finsbury. Avill and Smart were in a big way of business. The concern was old-established, originally Avill's, and if I remember rightly, he took Smart, his foreman, into partnership. The Grovers ran the business for a time, but afterwards sold it to a man named Walter Villiers Luck. The latter was then a well-known dealer in Bow, probably

a customer of the Grovers. Luck was a very extraordinary individual. He started, I am afraid, at the wrong end. To be in the fashion, he affected a brougham, which unfortunately took him too far West—a dangerous place even in those days, and doubly so now with all these companies coming into being! However, after a time, our friend Luck disappeared, and it was understood he had left England. Another "spec" I can remember associated with the Grover name was the purchase of the T. D'Almaine business of Finsbury Pavement, again a very old-established name. D'Almaine advertised very freely. Subsequently, I believe, the business was re-sold. At that time Grover & Grover had an office in Finsbury Square. They had many successes, but the purchase of a large tract of land in the Tottenham district proved a disastrous undertaking. Subsequently, Walter Grover started on his own, at the back of his dwelling-house in Tollington Park, as the Empire Pianoforte Company, subsequently acquired by J. Humphrey & Co., Ltd. I believe Douglas Grover, a son of one of the partners, is the proprietor of one of the most flourishing provincial piano-making concerns, with a steady output all the year round.

Edward Bishop

My memory now takes me to Edward Bishop, then of Knaggs & Bishop. Before I became acquainted with them, Knaggs had retired from the firm, and had started as a pianoforte maker by himself in Islington. Bishop continued the business, and it grew into importance. Eventually, he took his sons into partnership, and traded as E. Bishop & Sons. Bishop was, to my mind, a clear, shrewd, man of business, but he, unfortunately, as so

many others have done, stretched out too far. He took a big showroom in Baker Street, and later tried to float his business as a public company. That effort was a failure. What became of his sons I do not know, except one is reputed to have gone to the Colonies and to have established a business there.

Henry Schupisser & Sons.

When I first knew Henry Schupisser, he was in quite a small way in High Street, Camden Town. He was always proud that he had been brought up with the firm of S. & P. Erard. Although he made few pianos, such as he made were of excellent quality. I think his great hit was an oblique piano. He had two sons—Charles and Francis. By what I knew of Francis, he certainly could not have rested in making a few pianos a week. He was out for something greater, and eventually they blossomed out into a very large way of business, with a factory in Camden Town. By time they came to grief. More than that I need not say. In those days they made what was then considered a very cheap instrument. Another brother of Francis Schupisser was in partnership with a maker named Monk, and they traded as Monk & Schupisser.

Up the Stable Yard

The peculiarity of pianoforte making in those days put one sometimes in touch with very small factories, where it was necessary to shout up a very rickety staircase before a trap door was lifted so that you could enter the so-called factory! Such a factory in my mind is that of King & Adam, later on in the occupation of W. R.

Yates & Sons. This little place, practically on top of a stable, was in the neighbourhood of King's Cross. Yates was quite a character. Why he called his firm "W. R. Yates & Sons," I never knew. He had plenty of daughters—some were his clerks—but never a son saw I. He was a man of great energy and pluck. He built quite a lot of factories in Penton Street, Pentonville, one of which he occupied himself—the others he let. However, he tried to swallow more than he could eat, with the inevitable end.

"Taff" Squire

By a curious coincidence, Mr. J. S. Tozer, in a letter which I believe is to be published in this issue of *The Pianomaker* makes reference to "Taff" Squire. Neither the Editor nor I was aware that "Taff" had passed away about a couple of years ago. At one time he was almost indispensable to many piano firms in the production of scales. In his later days he was afflicted with deafness and other infirmities, but in the heyday of his strength "Taff" derived a good income from the trade. I believe he claimed to be the "architect" of the industry. Poor old "Taff" is gone, however—a solid link with the good old days. His brother, Frank Squire, was for, it almost seems, generations the head of B. Squire & Son, of Stanhope Street, Euston Road. The "B" stood for "Betsy," the mother, and Frank Squire was one of those old-time makers who took a personal pride in every instrument that left the factory. He trained his apprentices as he himself had been trained. He was thorough to the last degree, and he was one of those who strove to revive the apprenticeship system in the trade. Until his death he was treasurer of the Music Trades' Benevolent Society.

Memories of Pianoforte Trade

In a chat the other day, with a member of the trade who, like myself, can take his memory back to what are regarded as "the good old days," the interesting point arose, Why was it money could be made out of piano-making then somewhat easily, as against the difficulty experienced to-day? I suppose the output of British pianos to-day is very considerably more than in the days I speak of, and labour-saving machinery and organisation, such as are known to-day, were not available in the old-time factories. I remember one of the partners of a well-known house used to draw a princely income from the business, without having to do a stroke of work, and when any of the old-timers retired or died, there was usually material evidence left of what had been made. I leave the problem to the wiseacres to decide.

Passing through Camden Town recently brought my memory to C. & J. Eungblut—Charles and John—the latter better known as "Jack," of Prebend Street. They made quite good pianos, and in their day were very successful. I believe both of them came from the firm of James Ballingall & Sons. This latter firm was founded by James Ballingall, in Diana Place, Euston Road. I remember him removing his factory to premises, built and occupied by G. H. Brockbank, also a piano maker. As a passing memory, Brockbank lived over his showrooms in Great College Street. Ballingall afterwards took his two sons into partnership, and they manufactured a fair number of pianos. One of the sons, Charles, unfortunately died while comparatively young, and the other son, Jim, subsequently acted as traveller for pianofortes.

"Alive," Though Dead

In the Strand, about six weeks ago, a new piano bearing the name, "Ivory," was exhibited in a store window.

I do not know of any such firm of the name to-day, but I well remember H. A. Ivory & Co., of Euston Road. Previously, the title of the firm had been Ivory & Prangley. The premises are now occupied as part of the Maple business. Later on, Ivory built large works at Wood Green, and on his death these were sold and passed into the possession of Barratt, the confectioner. Thus in the west, Cadby Hall, built for a piano maker, is occupied by Lyons, the caterers, and Ivory's factory in the north, by sweet makers. More money in those lines to-day! One of Ivory's daughters married a Mr. F. E. Harold, also a piano maker.

Reference to Barratt brings me to Barrett & Robinson, of the Cattle Market, a business now merged into Triumphauto, Ltd. I never met Barrett, although I heard he was a brother to "Tom" Barrett, the man who built up the soap business of A. & F. Pears. "Jimmy" Robinson was one of those quiet charming men who make and retain friends. He made good pianos, and I believe he was one of the pioneers of amateur photography.

Names of the Past

A firm which turned out pianos in a fairly large way was Iliffe & Rintoul. Their factory was in Patshull Road, Kentish Town. I am not quite certain whether Iliffe retired from the business in his lifetime, but Rintoul went on making pianos afterwards as J. Rintoul & Sons. On Mr. Rintoul's death, the business was carried on by Mrs. Rintoul, with the assistance of her daughter, Helen, while a son, John, managed the factory. Later on, Charles, a brother who had gone abroad, joined his brother John, and they are carrying on as piano makers to-day. Up in the same neighbourhood there was a well-known character, John Maunder, of

Leighton Road, Kentish Town. Originally the title was Shelley & Maunder, but the former retired from the business. I believe Maunder's factory now forms part of the Allison works.

Just off the Hampstead Road, there was the little factory of Priestley & Son, originally, I believe, Priestley and Hartwell. Many of the piano makers of those days were bearded, and old Priestley was no exception. When talking to you, he had a peculiar habit of pulling his beard! About some of the piano makers I have very little to say, only I gather mention of their names brings back memories to some of the older readers of the *Pianomaker*. J. Warwick, Alpha Place, King's Cross, was well known in his day. His workshops were on top of some stabling. How many of you can remember Jackson & Paine, Store Street, W.C.? Enever & Son were also well-known piano makers, and of long standing. Oetzmann & Plumb were makers in Camden Town. When they dissolved partnership, Oetzmann, if I am not mistaken, traded as F. Oetzmann & Sons, and had a considerable retail business in the West End.

When I knew George Challenger & Co., of Hampstead Road, young Challenger was in charge of the business, and the last I heard of him was that he had forsaken piano making for something in the City connected with an outside broker's business. Sandon & Steadman, of St. Pancras, I knew very well. Both of them had been trained in the Challen business, but to-day their name is not to be found in any trade directory. Similarly, Charles Hampton, Charlotte Street, Fitzroy Square, seems to have no descendant in the trade. Then there was W. A. Wright, Queen Street, Camden Town. His business, too, is of the past. W. Eason, of Kentish Town Road, was very successful with a retail business, for which he made his own pianos.

Louis Bamberger

It is very sad about Duncan Miller, and one really does not know how to give best expression to the memories which arise. My friendship with "D.M." started when I asked him to become the secretary of the Music Trades Benevolent Society. He was somewhat chary of accepting the post, but I gave him a clap on the back and told him it would do him a world of good. He was the ideal secretary for a benevolent organisation, cheery, popular, discreet, and an honest man. In the early days of the society he and I worked a lot together, when the headquarters were housed in the offices of my old friend, Percy Mason. Another landmark of the trade has disappeared, one of those cheery lights that radiated happiness and tried to dispel the blues.

Kippered Herrings

Reference to the Benevolent Society takes me back to James Hulbert, of Wyvil Street, South Lambeth. He was quite successful in his heyday, but unfortunately success did not stay with him. He was of the old type, and every bargain had to be clinched with a glass. Often he and I adjourned to the corner house. I can still remember his favourite expression, "My boy, I had a good kippered herring for my breakfast." Then, smacking his chest, "I can feel it now."

Grapes

Burling & Mansfield is, I understand, still carried on by Mr. Chas. J. Fox, of Leeds, as one of his many enterprises, and as far as I can remember, the business was started by the son of old George Burling, of Burling & Burling. Mansfield was clerk to the old firm.

These two started on their own in Euston Road, and worked up a good connection. Burling retired after a time, and the business was carried on by Mansfield. He had a house out at Barnet, with a small vinery attached. Many a pound of grapes I bought from him!

Green & Savage

Here was, if you like, a firm that established a solid connection with dealers. Year in, year out, dealers could be relied on to take the same number of pianos from them, and in the name "Brooklyn" there was always honest value. Both the partners came from the London Pianoforte Company, George Green having a thorough practical knowledge of pianoforte making, while Charles Savage was a tuner and regulator, and in those days that meant pianos and American organs then manufactured by the London Pianoforte Company. The business was started in Chalk Farm district, and from the very first their goods sold well. Buoyed up with their initial progress, they built a factory at the Cattle Market, Islington, and were in occupation thereof until their death. They were very pleasant men, and a peculiarity of their life was that at 11 a.m. every day they made a lunch of sandwiches, brought from home, washed down with a glass of beer. That was as regular every day as the clock struck the hour, and whoever visited the offices then was free to join in the lunch. Out of their profits they built several houses at Highgate, in one of which Savage lived. The latter was also an organist, and officiated in that capacity at a church for many years. Young piano makers of to-day are on the golf course! On the death of the partners, the business was carried on by Mr. Smith, their foreman, and he also, I believe, carried on the lunch ritual.

The goodwill of the business has since been acquired by Mr. Cooper Southam.

Another peculiar trait of the partners was that both of them signed all cheques and other documents. Green signed "Green" and Savage put the "& Savage." Meticulous to a degree!

The Long and Short of it

Pull & Field, now also of the past, were of Leighton Road, Kentish Road. Kentish Town. We used to call them "The long and short of it," Field being a tallish man, while Pull was on the short side. They were a pleasant couple, not imbued with ambition to become big makers, and their stuff was like themselves—really decent. Coming a little nearer to Euston Road, one remembers the Gigneys—A. & G.—who succeeded to the George Russell business, now owned by Messrs. Cramer. The Gigneys were comparatively young when I first knew them. George, after a time, left the firm, and no one who visited Stanhope Street ever left the premises without being shown the merits of the transposing pianos! Gigney was intensely proud of those instruments. Eventually, I believe, he started farming on the East Coast.

London Fields

The firm of Broadwood, White & Co. is still in existence, and I am making mention of the name so as to revive my memories of the founders, one since dead, and the other in peaceful retirement in Bournemouth, the late Joseph Broadwood White and John White. Their father was a builder at Swanage, who came to

London and entered the Broadwood factory. It was during the time he was there, his second son, Joseph, was born, and out of respect for the firm he was serving, "Broadwood" was added during the christening ceremony. Later on, the old man started on his own, but he did not make a name for himself. The two sons were trained in his factory, and afterwards established Broadwood White & Co., a business which they successfully developed into a prosperous concern. Some years after the death of his brother, John White retired, and is now enjoying the air of Bournemouth. His nephews are carrying on the business.

The Piano Player

To-day it is the player piano, but in the days of its introduction it was "piano-player." In this connection, my pen switches over to the firm of E. Hirsch and Co., who were large importers and who also took the outputs of one or two London makers. Emil Hirsch was a perky little man, but he and his partner, still alive, I believe, built up a very big business. Hirsch was the first, I believe, to import the piano-player into England. Moore & Moore, then of Bishopsgate, took up the novelty, and it was a real treat to listen to a demonstration by Ernest J. Moore, brother of that gay young dog, Keatley Moore. Ernest is now in retirement in Devonshire, is still full of life, and if my readers will remember, in one of the earlier instalments of these rambling memories of mine, I referred to him as one of the greatest orators the music trade has produced. He took the piano-player all over the country, and even in its then primitive stage, he was a forerunner of the exponents of to-day who give the human touch to mechanical reproductions.

Louis Bamberger

I am just coming to the end of these memories of mine, and in making a concluding reference to the piano trade I want to say a few words concerning the business built up by that typical Scotsman, the late John G. Murdoch, with John and Alex. Dow as partners.

From Small Beginnings

My first knowledge of the Murdoch business was in connection with a retail shop they were about to open in Upper Street, Islington. A builder friend of mine, J. R. Ward, asked me if I knew anything about piano people of the name of Murdoch, as they wanted premises from him, and a little later another builder friend, William Goodman, told me he had let a factory in the Cattle Market to them. I believe the Cattle Market premises are still utilised by the firm, and it was there I met the late John G. Murdoch, Jun., who was placed in command. A few years later the piano business—known as Spencer's to-day—was transferred to St. George's Road, Regent's Park, also previously used by a builder, but very much enlarged by them, and in those days the output was as big as any in London.

I have not much to say about the original John G. Murdoch, but he had a charming personality, and it was a great pleasure to meet him. Of his son, the late J. G. Murdoch, I have pleasant memories. During his lifetime he made one or two trips to the Antipodes on behalf of the firm, and it was almost tragic that he was stricken with an infirmity, when in the prime of his manhood, which carried him away far too soon. The Murdoch's also had a harmonium and American organ factory in Bayham Street. Camden Town, which was afterwards moved to Erskine Road, Chalk Farm, to Charles Hindley's old furniture factory. That branch

of the business was under the control of another son, "Jim" Murdoch, although it is now concerned principally with piano action making. I have always had a great regard for Jim Murdoch, and he and I still have chats over old times. Jim Murdoch's eldest son is in charge now of the Spencer factories.

A reference to the Murdoch business would be incomplete without the name of my old friend, Alexander Dow. That sagacious Scotch face of his and his piercing eyes—which seem to be invariably picturing some financial problem—mark him as a man who has won many commercial battles. *But I do wish he would change his brand of cigars!* Anyhow it is a great pleasure at any time to meet him. And for the moment I must leave the piano trade and turn to

Veneers

In my earlier days the principal veneer merchants in this country were named Letellier Bros. The warehouse was originally in Old Street, but was afterwards transferred to larger premises in Burton Crescent, Euston Road. In those days, at any rate, selling veneer was a most profitable business, because I remember quite well the brougham kept by Letellier which was used for bringing customers to the warehouse and afterwards for giving them a "safe landing" at night time. My older readers will understand what I mean. Eventually, Letellier retired and went back to France with his pockets well filled from his relations with his English friends. He had a nephew named Blanchard, who married an Englishwoman, and they had such a large family he used always to talk of them as "Number One," "Number Two," "Number Three," etc. Families were easier to rear then. Blanchard carried on the

business for a time, and then joined D. Witt and Palmer as traveller.

Snuff

The business was sold to D. Witt & Palmer, and they carried it on for many years. Witt was a very active and industrious man. After many years' partnership Palmer retired from the business, which then became known as D. Witt & Co. The next I heard of Palmer was that he had joined up with my old friend, James W. Booth, in an iron-frame foundry, trading as Palmer & Booth. Mr. Booth, when I first knew him, was representative for the Coalbrookdale Company. His partnership with Palmer did not last long, and with the title of Booth and Brookes the firm has since prospered wonderfully. Old "J. W." still carries that famous snuff-box of his, with the snuff that is as mellow as his own Cork brogue. In passing, snuff-taking was a common practice in piano factories in the old days, and it was an art in itself!

Not For Me!

When talking of veneer, at one time I was almost persuaded to go into that business as well. I remember so vividly a trip I took to Paris with the redoubtable "Pudding" Rogers, about whom I said much in the earlier part of these memories. When we got there we were "done-by" well, but the price asked for veneers was ridiculous. It was a question of bargaining for a week. Each day brought the price down, and in the end, as Rogers seemed no nearer fixing things up, I left him in Paris, and also I left behind any intention of adventuring into the veneer world. My old friend Rogers enjoyed his Parisian jaunts!

There were also two other firms well known in the veneer business—Alphonse Souhami and Elias Souhami. Both had stores in Old Street, with a big connection with the pianoforte trade. Alphonse Souhami afterwards bought the Henry Brooks & Co. action business, of Lyme Street, Camden Town, now merged into Herrburger, Brooks, Ltd. Henry Brooks had two sons, Harry and Arthur. Harry, if I remember rightly, founded a music trade paper, subsequently acquired by Messrs. W. Rider & Son, but now defunct. Arthur Brooks married a daughter of the late Charles Challen, senior. I also remember a Mr. George Clulow, connected with the Brooks' business. He was a director or partner in the well-known firm of Charles Goodall & Sons, the playing-card makers. C. Dezille was also in a largish way as a veneer merchant. His son was known as "Charlie" Dezille. He was a caution; died quite young. He was his own enemy.

Two other prominent members of the supply world in the days I am just referring to were James Kew and William Hughes, Senior, of Drury Lane. They were both in the piano ironmongery trade. Kew was popularly known as "Jimmy Kew," and he had a host of friends. Both of them—Kew and Hughes—were great Freemasons, and were Past Masters of the Manchester Lodge, which was then held in Anderton's Hotel. One night I was present at a meeting of this Lodge, and before I came away I made the suggestion that the title ought to be changed to "The Pianoforte Makers' Lodge," owing to the large number of that fraternity in evidence, or, to use a common parlance then expressed, "There was such a strong smell of varnish there."

I have now come to the final chapter of these *Memories* of mine, so far as the pianoforte industry is concerned,

and in casting back my mind over the years, one cannot help contrasting conditions of to-day and yesterday. Are we really better off? Despite all present-day hurry, scurry and bustle, I am inclined to think the piano-makers of the old times had just as much excitement in their own peculiar way, and they certainly did seem to make a little bit more money. Those days when the suppliers took the local "pub" for the day in order to facilitate business are, happily, a thing of the past, as in other industries. To-day, there is an apparent slump, just as there was many years ago, but the piano will take a lot of killing!

A Big Change

One great difference I do notice, however. In days gone by it was absolutely essential for a pianoforte maker to have a large stockyard, or if he had not that, then stocks were piled away for him at the various saw-mills. Timber had to be stacked and weather-dried some two or three years. Nowadays many piano makers have no timber yards at all. The part-makers have revolutionised this aspect of manufacturing. I think it was the importation of what was known as "white-wood tops and ends" that marked the beginning of the change. These parts were kiln-dried "on the other side" (America), and after a few months' storage were in a usable condition.

When Canadian pine was used for tops and ends, the English piano makers required the wood in wide widths, as there always was a prejudice against gluing up—a prejudice, anyhow, the Germans did not possess or profess, as I found out for myself. During a visit to a German piano factory, *I saw it was a question of gluing-up all round.*

Memories of Pianoforte Trade

The Bellywood King

It was the same with belly-wood, the material with which my name used to be jocularly associated as "The Bellywood King." Most piano makers made their own soundboards. To-day, few do, relying upon the soundboard makers and importers.

I do not know if all the readers of this paper have noticed the tendency in the furniture trade to revert to walnut veneers, and doubtless this may spread, in a smaller degree, to the piano industry. Burr and plank walnut veneers predominated in my early days in the piano trade. Some of the grands were veneered with Rio rosewood, with the beautiful marking characteristic thereof, but even the ordinary rosewood veneers seem to have given way to a general use of mahogany.

When I first introduced Rock Maple wrest planks to the trade, no one would look at them, but eventually I found the demand greater than the supply. These wrest planks were kiln-dried before importation.

When talking of timber, one has to remember the firms most prominent in the limelight then. My own father, D. Bamberger, had an extensive connection with the trade, as also had Browning & Castle, Clear Burch, F. Mayer and Co., John Lawrence & Sons, William Key & Son, and Thomas Tyler. Mention of these names makes me feel young again! Almost ready for a "Pudding" Roger dance!

The Folly of It

In the last issue of *The Pianomaker*, I noticed a letter from my old friend, George Rose, of Broadwood fame, and he made a touching reference to "D.M." That

takes me back to the early days of the Pianoforte Manufacturers' Association, though under its previous title, and to the family spirit which pervaded them. In a chat with a maker the other day, he told me that spirit no longer exists. There are now two distinct Associations—the folly of it, when all British manufacturers should be a united whole.

Au Revoir!

I am so very sorry this is my last instalment. From many quarters I have had the most charming letters in regard to references I have made to figures of the past, and if my thoughts have given pleasure to those related to men of the old days, believe me, my own pleasure has been equally great. I have been rejuvenated, and for many months I have had my friend, Sinclair, to lunch, when, over a chop, I have told him many things which certainly could not be published in this paper! Often I have performed the miracle—invoked a hearty laugh from him—and as I "found" him for the pianoforte trade, and "D.M." for the Benevolent Society, am I not entitled to a certain amount of self-glorification that, in addition to having been "The Bellywood King," I acted as a sort of benefactor for the industry?

To all my old friends I extend my warm wishes for their welfare, and to those with whom I have been connected since I started these *Memories* of mine, may I hope that when they come to my age, they will have the same pleasurable memories as it is my fortune to have at this moment.

INDEX

	PAGE
Abbiss & Edwardes	203
Aldin, A. & Co	188
Alforth, C. E.	32
Allen, H. B. Lt.-Col., T.D.	67
Arney, G. J.	195
Arnold, G. E. & Co.	193
Arnold, G. E.	78
Arter, Walter	189
Ashcroft & Storey	15
Atherton & Co.	21
Atkinson & Michael	26
Austin, James	158
Ball, Sir James	60
Bamberger, H. R. W.	209
Bamberger, Major A. P. W., D.S.O.	208
Barclay Bros.	181
Barefoot	34
Barnes & Fox	196
Barnes, Henry	196
Barrett, of C. J. Wade & Co.	74
Barton, E. H.	104
Barton, Thompson & Co.	104
Bartram, Thomas & Prout	158
Batchelor, T. B. & S.	97
Bayley, Wm. A.	136
Bayne, H. W.	13, 32, 73
Baynes, H. A.	44, 45
Baynes, J. Livingstone	45, 113
Beard, of Stewart, Beard & Fitzgerald	44
Beaton, E. W. H.	127
Beckett, Reggie	24
Beckett, T.	24
Bell, Shirley & Co.	20
Benn Bros.	162
Benn, Sir Ion Hamilton, Bart.	68
Benn, Sir Ernest, Bt.	162
Benn, Sir J. Williams, Bt.	161
Benn, Capt. Rt. Hon. Wedgwood, M.P.	161
Bennett, E. H.	21, 33
Best, F. N. & Co.	172
Binns, Joshua	179
Birch, J. D.	51
Bird, Col. Charles	88, 101
Bishopsgate Ward Club	40
Bland, John & Co., Ltd.	97
Blow, Thos. B., F.L.S.	141
Blyth & Pascoe	159, 160
Boardman & Co., Ltd.	18
Bonnin, Arthur	120
Bonsall, Thos.	180
Bonsall, Thos. & Sons	180
Booth, Capt., V.C.	54
Boulcott, J. & Co.	17, 71
Boulton, Sir Saml., Bt.	37, 39, 41, 77, 183
Bow Bridge Sawmills	157
Boyes & Cattle	183
Bradford (of Grover & Grover)	50
Bradford, W. E.	48, 181
Brass, Wm.	202
Brandt, R. & Co.	67
Brewer, Fred	178
Briesemann, F.	84
Briesemann, F., Succrs.	85
Brine, Isaac, Ltd.	163
Bristol Chamber of Comm.	93
Bristol Channel Timber Imprs. Assn.	95
British Timber Co., Ltd.	155
Brooks, Henry & Co.	204
Brooks, H. F.	204
Brown, Andrew	174
Brown & Kruse	159
Brown, Odell	159
Brownfield, Saml.	111
Brownfield, Sidney	112
Browning & Castle	22
Browning, Wm.	22
Bruce, W. E.	140
Bryant, Fred	29
Bryant & May, Ltd.	29, 160
Bryant, Powis & Bryant, Ltd.	29
Bryant, Wilberforce	29
Bulmer Bros.	20
Bulmer, of Peter Rolt & Co.	20
Burch, Clear	155
Burnett, of Rafferty Thornton, Ltd.	31
Burns, Rt. Hon. John	183
Burstall, John	27, 118
Burstall, J. & Co.	22
Burt, Boulton & Haywood, Ltd.	38
Burt & Brabb	174
Burton, John	49, 112, 159
Burton, John & Co.	49, 112
Burton, J. W.	35, 112
Cadby, Chas.	164
Cameron, E.	156
Cameron, Jack	156
Capron, F. H.	41, 79
Carter, Alfred & Co.	193
Catley, J. H.	86
Cattle, R.	183
Chalk, J. J. & S. W.	133
Chappell, J. T.	203
Cheeswright, F. R.	26
Chivers, Geo.	155
Christiansen	24
Churchill, C. T. F.	8, 14, 38, 39, 116
Churchill, Viscount	94
Churchill & Sim	8, 9, 12, 14, 19, 20, 21, 38, 116, 118, 165, 173, 177
Clark, C. S. Gordon	11, 116
Cobbett, Col. G. T. B., V.D., D.L.	53, 157
Collard & Collard	164
Collard, Ernest	18
Coombes	160
Corporation of London	146
Cosser, Walter & Co., Ltd.	28, 31
Cox, Long & Co., Ltd.	120
Cox, Robert M.	118, 120
Cripps, Alfred	212
Croot, A. H.	122
Crow, W. R. & Sons	26, 57
Crow, Capt. W. R.	57
Crow, W. M.	19, 57
Croxford, Frank O.	96

Index

PAGE

Croxford, J. H. 95
Crump, Frank & Co., Ltd. . 75, 191
Crundall, Wm. & Co., Ltd. . 67, 186
Cubitt, Wm. & Co. . . . 202
David, H. Cyril . . 87, 97
David, T. W., J.P. . . . 96
Davies, H. 103
Daws, Thos. 197
Dawson, W. F. 97
Deason, Chas. & Son . . . 197
Denny, Mott & Dickson, Ltd. . 205
Denty, Heber, Ltd. . . . 98
Dick, W. F. 177
Dickson Bros. & Co. . . . 9, 19
Dimsdale, Sir Joseph, Bt. . . 13
Dobell, Alfred . . 23, 114, 184
Dobell, Beckett & Co. . . . 24
Dobell, R. R. & Co. . 22, 23, 24, 114, 119, 195
Dobell, Willie 23
Dobell, Major-Gen. Sir . . . 23
Dolling, Harry & George . . 190
Dolling, R. & Sons . . . 190
Dolton, Bournes & Dolton, Ltd. 100, 137
Downton, Arthur . . . 100
Dowson, Jos. & Co . . . 16, 63
Drivers (Southampton) . . 100
Drummond, C. J. & Co. . . 22
Duncan, Ewing & Co. . . 28, 115
Edwards, Thos. & Son . . 9, 118
Eldridge & Youngman . . . 194
Elliott, Sir B. G., K.B.E., J.P. 50, 52, 56, 139
Elliott, F. E. 9
Elliott & Sons 75
Ellston, T. W. 194
Esdaile & Co., Ltd. . . 143, 157
Farquharson, Alex . 12, 36, 39, 125
Farquharson Bros. & Co. . 160, 189
Farnworth & Jardine . . . 23
Federated Merchants Freighters Assn. 127
Fitz Gerald, E. G. . . . 153
Fisher, J. H., J.P. . . . 70
Flatau, Dick & Co. . . . 176
Flatau, H. W. 177
Fleming, Sir John, LL.D., M.P. 34, 125
Flowery Bob 15
Forman, Tommy . . . 85
Foster, H. G. 44
Fowler, H. & R. 82
Foy, Morgan & Co. 11, 12, 42, 45, 67, 69, 102, 118, 124, 211
Foy, W. L. T., J.P. 11, 12, 13, 14, 64, 124
Freebody & Co. 48
Freeman, Henry & Co. . . . 8, 11
Gabriel, C. B. 35
Gabriel, Christopher . . . 35
Gabriel, Thos. & Sons . 33, 34, 100, 123, 136
Gabriel, John 35
Gabriel, Sir Thomas . . . 34
Gabriel Sons & Burton . . 35
Gabriel, T. B. 35
Gabriel, Wade & English, Ltd. 45, 101
Gallatly & Ferry 58,126

PAGE

Gallatly, John . . . 58, 126
Gane, Chas., J.P. . . . 32, 133
Gellibrand, D. B. . . . 69
George, Wilfred 62
Gilbart, H. W. 182
Gilbart, W. H. 181
Gilligan, Capt. Cecil H., I.A. . 46
Gilligan, Ethel 217
Gilligan, William . . ix, 78, 215
Gilmour, Ranking, Strang & Co. . 25
Gliksten, Albert, Harold & Stanley 170
Gliksten, J. & Son, Ltd. . . 169
Gliksten, Reuben . . . 169
Glover, C. H. & Co. . . . 199
Godson & Dobson . . . 180
Goff, W. 135
Goodman, Hughes & Co. . . 118
Gordon, A. & Co. . . . 67
Gordon, Watts & Co. . . . 85
Gough, J. H. 97
G. W. Rly 94
Green, Harry, of T. & H. Green 32, 49
Gregor, Major 95
Grover & Grover 50
Grover, J. & Sons . . . 203
Guy, Stewart & Co. . . . 137
Haggis & Sons . . . 109
Hahn, M. 170
Hall, Beddall & Co. Ltd. . . 202
Hammer, G. M. & Co., Ltd. . . 194
Hanks, J. U. 21
Harding, H. W. 71
Harding, H. W. & Co. . . . 71
Harding & Vick, Ltd. . . 128
Harman, H. 175
Harris, J. F. & G. . . . 181
Harris, Major A. I. . . . 139
Harvey, J. E. 115
Hatfield, C. G. 177
Hathway, J. 189
Hawkins (Atherton & Co.) . . 21
Hay, Louis C. 174
Hayne 181
Haynes, Edwin . . . vii, 213
Herrmann, H. . . . 53, 157
Hicklin, Wm. & Sons . . . 155
Hickmott, J. J. & Son . . 68, 100
Hill, Thomas, Reggie & Harry . 100
Hill, Thos. & Sons . . . 99
Hoar & Brown, Ltd. . . . 171
Hobbs, Herbert 197
Hodson, Mabbs & Co. . . 64, 118
Holland & Hannen . . . 202
Holland, Hannen & Cubitts, Ltd. . 202
Hollingshead, John . . . 167
Holloway, H. L. 203
Home Grown T. M. Assn. . . 165
Hopton, T. W. 142
Horner & Ross 158
Horsley, Smith & Co., Ltd . . 76
Horton, E. C., O.B.E. . . . 166
Houghton Bros. 181
Howard, Alex L., D.L., J.P. 33, 132
Howard, W. W., Bros. & Co., Ltd. 33, 132, 154
Hudson, B. J. & Sons . . . 75

Index

	PAGE
Hudson & Carr	74, 188
Humphreys (of Watson & Todd)	30
Hunter Benn & Co.	68
Hunter, W. & J. R.	188
Ingram, C. B.	103, 181
Ingram, Perkins & Co., Ltd.	104
Irons, Wm.	180
Jackson & Shaw	203
Jay, W. H.	182
Jewson, George	80
Jewson, Miss	81
Jewson, Richard, J.P.	80
Jewson & Sons, Ltd.	80
Jewson, T. W.	80
Jobson, Robt. (of Jobson & Foy)	12
Johnson, E. H.	182
Johnson, Wm. & Co.	44, 203
Johnson, Wm.	49, 56
Jones & Skeen	172
Jones & Wainwright	77
Joseph, David	121
Kelly Bros.	196
Kelly & Craggs	196
Kemp, Collins & Co.	48
Key, W. & Sons	182
Kidman, R. J.	173
King, A. G. & Co.	76
King, Charles	182
King, Robt.	64
King & Scarborough	11, 64
Kirk & Randall, Ltd.	203
Kirkman & Son	164
Kirkness & Collard	18
Kirkness, E. C.	17, 18
Kirkness, Stanley	17
Knights, Joshua	181
Lakes "Chophouse"	5
Lamb (of Duncan, Ewing & Co.)	28
Langley, Batty, M.P.	39
Langton	46
Lansbury, Rt. Hon. Geo., M.P.	161,162
Lascelles W. H. & Co.,	193
Latham, Edward Locks	158, 168, 169
Latham, James, Ltd.	158, 168
Lavers & Moore	15
Lavy, Chas.	143, 171
Lawrence, E. & Son	203
Lawrence, John	156
Lawrence, John & Sons	156
Lawrence of Kingsgate, Lord	55
Lawrence, Wm. & Sons	202
Layle, Ward, J.P.	153
Leary, C. & Co.	18
Lee & Chapman	4, 7, 35, 36, 89
Lee, J. B. & Sons, Ltd.	7, 35
Lenanton, John & Son	69, 109
Lenanton, W. R., J.P.	69, 109
Letellier Bros.	187
Liberator Building Society	204
Lines, Robert F.	193
Little, J. & Sons	195
Loader, R. S.	180
Loader, R. S. & Son	180
Locks, W. S.	158
Locks, William, & Sam.	158
Lombard Café	47

	PAGE
London Chamber of Commerce	81
London Staffs Committee	211
Long, Yorke	118, 120
Longmire & Burge	203
Loveday, Geo. & Son	193
Low, Ald. C. H., J.P.	77
Low, H. Beadel	77, 123
Luck (of Cossers)	28
Mabbs, Thos.	3, 166
Mallinson, W. J., J.P.	199
Mallinson, Col., Stuart, D.S.O.	199
Mallinson & Sons	192
Mallinson, Stanley	199
Mallinson, Wm., J.P.,	197
Mallinson, Major Lancelot	199
Manley & Rogers	203
Manning, George & Emanuel	193
Maple & Co., Ltd.	164
Maple, John	164
Maple, Sir Blundell, Bart.	164
Marshall (of Steel, Marshall & Co.)	20
Marshall, Wm. & Sons	192
Mason, Henry	10
Mason, Lewis	10
Mason, Stanley	10
Mattock Bros.	203
May, Arthur C.	42, 43
May, E. Howard, J.P.	44
May, F. Morley	44, 86
May, T. F. C.	42
May & Hassell, Ltd.	42, 86, 87, 128
Mayer, Edward & Co.	22, 78, 195
Mayer, F. & Co.	155
Mayer, Francis	155
McEwan, Mrs. S. M.	190
McGaws	161
McVey, A. M.	107
Meggitt, J. C., J.P.	97
Mengel, Bros.	174
Merchant Freighters Assn.	41
Merchants Section, T.T.F.	177
Meredith, A. J. R.	104
Meredith Bros.	104
Merritt & Ashby	203
Messers, Ltd.	118
Messiter, Wm.	154
Metropolitan Board of Works	164
Mews, John	48
Meyer, M. L., Ltd.	72
Michael, J. J.	26, 154
Middlesex Volunteers, Artillery 2nd	89
Middlesex Volunteers, 20th	142
Miller, Alexander	184
Miller, Hedley	108
Mills	15
Modin & Co.	45
Montgomery & Sons	64
Morgan, Beverley	144, 145
Morgan, C. J.	12, 42, 123
Morgan, David, J.P., M.P.	12, 39, 45, 101
Morgan, Gellibrand & Co.	44, 45
Morgan, Tommy	12
Mott, Herbert	22
Mounsey, Chris. (Freeman & Co.)	11, 100 130
Murray, Kenric	81

Index

PAGE

Musgrave, C. E. . . . 38, 81, 107
Myers, Geo. 202
NAYLOR, R. A. 184
Naylor, R. J. 184
Neame, George 120
Neame, G. F. & Co. . . . 120
Neame, Lawrence . . . 120
Neck, Chas. (of Churchill & Sim) . 8, 116
Nicholson & Cotterell . . . 15
Nicholson, Fred . . 15, 26, 31
Nightingale, B. E. . . . 202
Norton, Daniel & Sons . . 110
Nutman, H. G. 93
Nutman & Son 93
OFFICERS' ASSN., BRITISH LEGION 54, 79, 117
Ofverberg, F. . . . 66, 144
Oliver, Wm. & Son, Ltd. . . 154
Olsson, Martin, Sons & Tagart, Ltd. 63, 127
Openshaw, F. W. 123
Overton, Wm. (of Overton & Searle) 11, 130
Ozanne, Wm. 154
PACE, R. & SONS. . . . 160
Palfreman, Foster & Co. . . 44
Parry, O. T. 87
Partridge, W. B. & G. . . 30
Pattrick & Thompson, Ltd. . . 84
Payne, G. A. 26
Pearce, W. M. & Gilligan, Ltd. . 46
Pearce (of Cosser's) . . . 28
Perkins (Ingram Perkins & Co.) . 104
Perrin, G. H., J.P. . . . 78, 93
Perry & Co., Ltd. 203
Perry & Putland . . . 195
Perry, R. T. 195
Pharaoh, Gane & Co., Ltd, . . 130
Pharaoh, Wm. 129
Philips. C. D. 108
Pollett, Thos. 193
Popple, R. A. 26
Power, The Hon. Wm. . . 27
Powis, H. W. 29
Price Bros. & Co., Ltd . . 119
Price, E. G. . . . 24, 25, 55
Price, Hon. John . . . 25
Price & Pierce, Ltd . 22, 24, 27, 55, 119
Price, Sir Keith 70
Price, Sir Wm. 25
Price, Walker & Co., Ltd. . . 96
Prier, Wotton & Co. . . 118, 159
Puddy, C. H. 49
Puddy, H. I. & Co. . . . 49
Puddy & Scantlebury . . . 49
RAFFETY, A. V. . . 31, 130
Raffety & Synnott . . . 30
Raffety, Thornton & Co., Ltd. 31, 130
Raffety, Wm. 30
Rayner, Wm. 211
Regnart, Sir Horace, J.P. . . 165
Reindorp, G. E. 171
Renton, G. H. Lindsey 42, 50, 52, 56
Richardson, E. W. . . . 152
Richardson, J. 192
Richmond & Graveson . . 204
Rider, W. H. 214
Ridley, L. A. 201

PAGE

Ritchie, Lord 110
Ritter Lumber Company, W. M. . 171
Robinson, David & Co., Ltd. . 96
Roe, Sir Thos., M.P. . . . 162
Rolt, Peter & Co. . 19, 139, 171
Rose, Smith & Co. . . . 138
Ross, J. M. & Co. . . . 32
Royal Amateur Orchestral Society 85
Royal Music Hall . . . 167
SADD, JOHN & SONS, LTD. . . 116
Sampson, Geo. 193
Sampson, Kinnell & Gane . 32, 133
Sanders & Booth (of Gloucester) . 96
Sanderson (of Churchill & Sim) . 9
Santler, A. N. 7
Saunders, Tommy . . . 182
Saxton, H. N., Knoxville, Tennessee 175
Saxton, Nathaniel . . . 16
Scantlebury 49
Scarborough, W. (of King & Scarborough) 11, 64
Schollar, W. H. 138
Scott, W. C. (of Churchill & Sim) . 8
"Scotts" 6
Scrivener & White . . . 203
Scrutton & Campbell . . . 33
Scully, Richard 159
Searle, Fred . . . 11, 130, 131
Shadbolt, G. & Son . . . 9
Shairp & Cawthorne . . . 173
Sharpe, T. G. 9, 143
Sharples, W. & J. . . . 27
Shelton (of Morgan, Gellibrand & Co.) 45, 98
Shepherd, Wm. 203
Shout (of Churchill & Sim) . . 9
Shrapnel, H. V. 67
Sieveking, Podmore & Co. . . 26
Sim, Alexander 8
Sim, J. C. 8
Sim, Malcolm 8
Simson & Mason 8, 10
Simson, Thos. & Co. . . 10, 11, 49
Simson, Tom 10
Skeen 172
Smallfield, Mills & Neame . . 15
Smith & Co., Jonas . . . 161
Smith, Geo. & Co., Ltd. . . 157
Smith, J. Archer . . . 12, 71, 178
Smith, Harcourt 27
Smith & McGaw 161
Smith, Sandy 76
Smith, Tom 161
Sparks, J. Mortimore . . . 215
S. W. A. G. 60
Speller Bros. 179
Speller, James 179
Spencer, J. A. 201
Spencer, Lock & Co. . . . 201
Springall, R. F., J.P. . . . 142
Sprules & Baynes . . . 49
Squires, Chas. (of Simson & Mason) 11
Steel, Marshall & Co. . . . 20
Steel, T. J. (of Peter Rolt & Co.) 20
Stephens & Carter . . . 47
Stephens, James . . . 4

Index

	PAGE
Stephings	160
Stephings, Son & Byers	160
Stevenson, T. (of R. R. Dobell & Co.)	23, 24
Steward, Beard & Fitzgerald	44
Stewart, C. A.	65
Stewart, John	187
Stewart, J. D.	187
Storey, Bob	15
Stringfield, Harry	130
TAGART, BEATON & Co.	127
Tagart, Lieut.-Col. Ernest O.	126
Tappin, Geo.	156
Tayler, A. M.	35
Taylor & Low Bros., Ltd.	77, 122
Taylor, H. M.	165
Tealby & Co., of Hull	70
Terry, J. & Son	182
Tetsall, E. G.	87
Thompson, Wm., J.P.	84
Thornton, C. I.	31
Timber and Gen. Mutual Acc. & Ins.	126
Timber Trades' Benevolent Society	74, 93, 205
Timber Trades' Fedn.	199
	37 *et seq*, 87, 107
Todd, J. W.	30
Tolputt, Hy. & Co., Ltd	199
Tonson & Wotton	18
Tom's "Chophouse"	5
Trinder, Capron & Co.	80
Turner, R. M. & Hunters, Ltd.	186
Twiggs, Ald. H. W., J.P	98
Tyer, E.	76
Tyler, Thomas	196
UNION JACK CLUB	82
Upton, M. F.	129
VICK, R. B.	128
Vigers Bros.	176, 181
Vigers, Fred	176
Vine, Scott & Brownlie	63
Volunteers	89
WADE, C. J.	19, 74, 101, 188, 191
Waghorn (of Nathaniel Saxton)	16
Wake & Dean	194
Walcot, H. T.	210
Walker, C. B.	96
Walton, J. C.	177
War Office	89
Ward, R. & Sons	157
Ware, W. C.	193
Waring & Gillow, Ltd.	163
Waterall & Wyatt	16, 129
Waterall, G.	16, 129
Waterman, A.	131
Watsons, of Cardiff	98
Watson & Hiscocks	79
Watson & Todd, Ltd.	30, 119
Western Counties T. T. Assc.	43, 137
Wightman, J. G.	98
"Wilkinsons"	5
Wilkinson, J. & G.	65
Willmott	157
Wilson, E. D.	78, 157
Wilson & Mason	65
Wilson & Watson	79
Winn, Lovell & Co.	20
Winterton	67
Witt, D. & Co.	187
Witt & Palmer, D.	187
"Woodpecker," The	88
Woolley, Miss M. K.	205
Worrell & Baynes	191
Wotton, Edwin	17
Wotton, Tom	18
Wotton, Prier	17, 18, 103, 121
Wright, G.	18
Wright, E. (of C. Leary & Co.)	18
Wright, John & Sons	145
Wright, Norman	18
Wyatt & Bennett	16, 129
Wyatt, T. H.	16
Wyndham, Percy & Co.	31, 73
Y. M. C. A.	83
Young, Morton, & Turner	172
Young & Shadbolt	172
ZUCANNI, ERNEST	72

PIANOFORTE TRADE

	PAGE
AJELLO, GUILIANO	227, 228
Arnold, John	246
Assinder, G. F. (of Croft & Assinder, Birmingham)	232
Avill & Smart	247
BALLINGALL, JAMES & SONS	251
Bamberger, D.	263
Barnes, Edmund, J.P.	239
Barnett, Samuel & Sons, Ltd.	240
Barrett & Robinson	252
Barrett, Tom	252
Bauer, Gilbert	240
Beare, John	227, 228
Bishop, Edward	248
Bishop, E. & Sons	248
Blanchard	259
Booth & Bros., Ltd.	260
Booth, James W., J.P.	260
Brewer, S. & Co.	242
Brinsmead, "Bertie" (of J. & J. Goddard's)	224
Brinsmead, Tom	224, 227
Broadwood, White & Co.	256
Brockbank, G. H.	251
Brooks, Arthur	261
Brooks, Henry & Co.	237, 243, 261
Brouseau, of S. & P. Erard	234
Brown Bros.	242
Browne, Justin	227, 242
Browning & Castle	253
Burch, Clear	263
Burling & Burling	233
Burling, Edward	233
Burling, Geo.	227, 254

Index

	PAGE
Burling & Mansfield	254
Cadby, Charles	234
Challen, Charles, Senior	223, 253, 261
Challen, Charles	223
Challenger, Geo. & Co.	253
Chappell, Messrs.	237
Clulow, Geo.	261
Collard, C.	229
Collard, J. C.	229, 235
Cramer, J. B. & Co., Ltd.	237, 256
Cramer, Messrs.	237
D'Almaine, T.	248
Dezille, C.	261
Dimsdale, Sir Joseph, Bart.	232
Dobell, R. R.	232
Dow, Alexander	258
Dow, John	258
Eason, W.	253
Eavestaff, W. G.	241
Enever & Son	253
Eungblut, C. & J.	251
Fox, Charles J.	254
Frusher	237
Geary, John	237
Gigney, A. & G.	256
Glandt	238
Goodall, Chas. & Sons	261
Goodman, Wm.	258
Gowland, "Big"	238
Gowland, Ernest	238
Green & Savage	255
Grover & Grover	247
Grover, Walter & Frederick	247
Hampton, Charles	246, 253
Harmsworth, Alfred	246
Herrburger, Brooks, Ltd.	261
Hillier, J., Senior	227
Hirsch, E. & Co.	257
Hirsch, Emil	257
Hopkinson, J. & J., Ltd.	221
Hughes, Wm., Senior	261
Hulbert, James	234
Humphrey, J.	248
Iliffe & Rintoul	252
Ivory, H. A. & Co.	251
Ivory & Prangley	252
Jackson & Paine	253
Johnson, Wm.	247
Kew, James	261
Key, Wm. & Son	263
King & Adam	249
Knaggs & Bishop	248
Lawrence, Hon. Chas. N.	252
Lawrence, John & Sons	263
Lines, C. & J.	245
London Pianoforte Co.	237
Luck, W. Villiers	247
Mason, Percy	226, 254
Maunder, John	252
Mayer, F. & Co.	263
Middleton & Copley	222
Middleton & Co.	222
Miller, Duncan	233, 254
Monington & Weston	246
Monk & Schuppisser	232, 257
Moore, Ernest J.	232
Moore, Alderman Keatley,	232
Moore, Keatley	257
Moore & Moore	237
Muggeridge & Ulph	257
Muir, Smith & Co.	239
Munt Bros.	240
Munt, Edward	240
Munt, W. G.	240
Murdoch, Alfred	239
Murdoch, J. G., Junior	227
Murdoch, Jim	259
Murdoch, John G.	258
Murray, Kenric (of London Chamber of Commerce)	221
Northcliffe, Lord	246
Nott, Tom H.	243
O'Connor, T. P., M.P.	226, 232
Oetzmann, F. & Sons	253
Oetzmann & Plumb	253
Parfitt & Denham	244
Peace, Richard	245
Peachey	245
Poley	237
Priestly & Son	253
Priestley & Hartwell	253
Pull & Field	256
Ramsden, Archibald	227, 228
Richmond, Geo.	240
Rintoul, Mrs.	252
Rintoul, J. & Sons	252
Rider, W. & Son	261
Roberts, Arthur	243
Robinson, Jim	252
Rogers, Geo. & Sons	223
Rose, Geo. Major	228, 236, 263
Russell, Geo.	256
Samuel, Nelson	227, 228
Sandon & Steadman	253
Schuppisser, Henry & Sons	249
Shelley & Maunder	253
Sinclair Herbert	xiii, 221, 264
Smith, James	239
Souhami, Alphonse & Elias	261
Southam, Cooper	256
Squire, B. & Son	250
Squire, Frank	250
Squire, Taff	250
Standish, H. E. H.	226
Thomas, Wm. G.	227
Tolkein, Henry	241
Tozer, J. S.	250
Triumphauto, Ltd.	252
Tyler, Thomas	263
Vincent, Dr.	223
Wallis, James	225, 227, 233
Ward, Henry	222, 223, 224
Ward, J. R.	258
Waring & Gillow, Ltd.	235
Warwick, J.	253
Witt, D. & Co.	260
Witt, D. & Palmer	260
Wornum, Rob. & Sons	244
Wood, John	225, 229
Wright, W. A.	253
Yates, W. R. & Sons	250